

FIG. 2

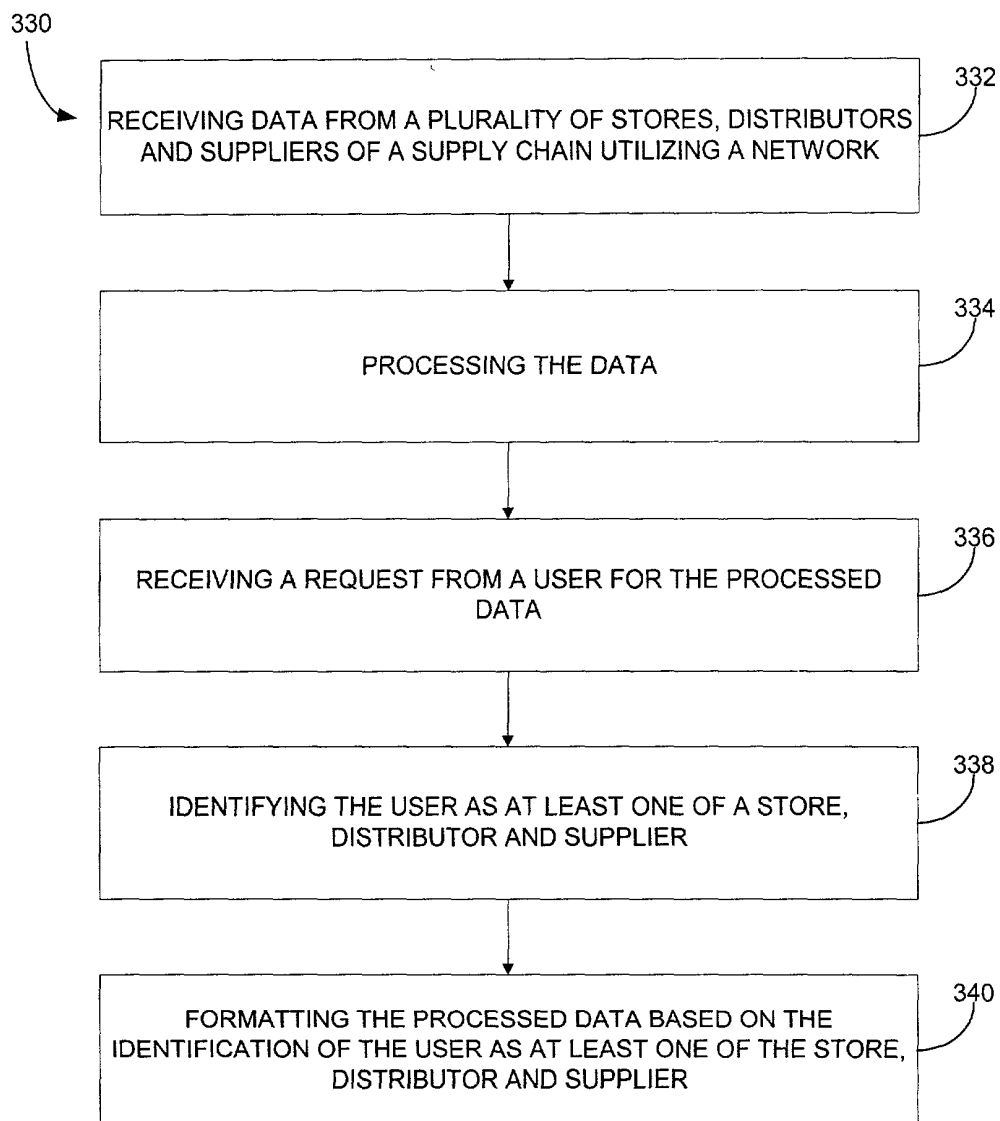


FIG. 3

FIG. 4

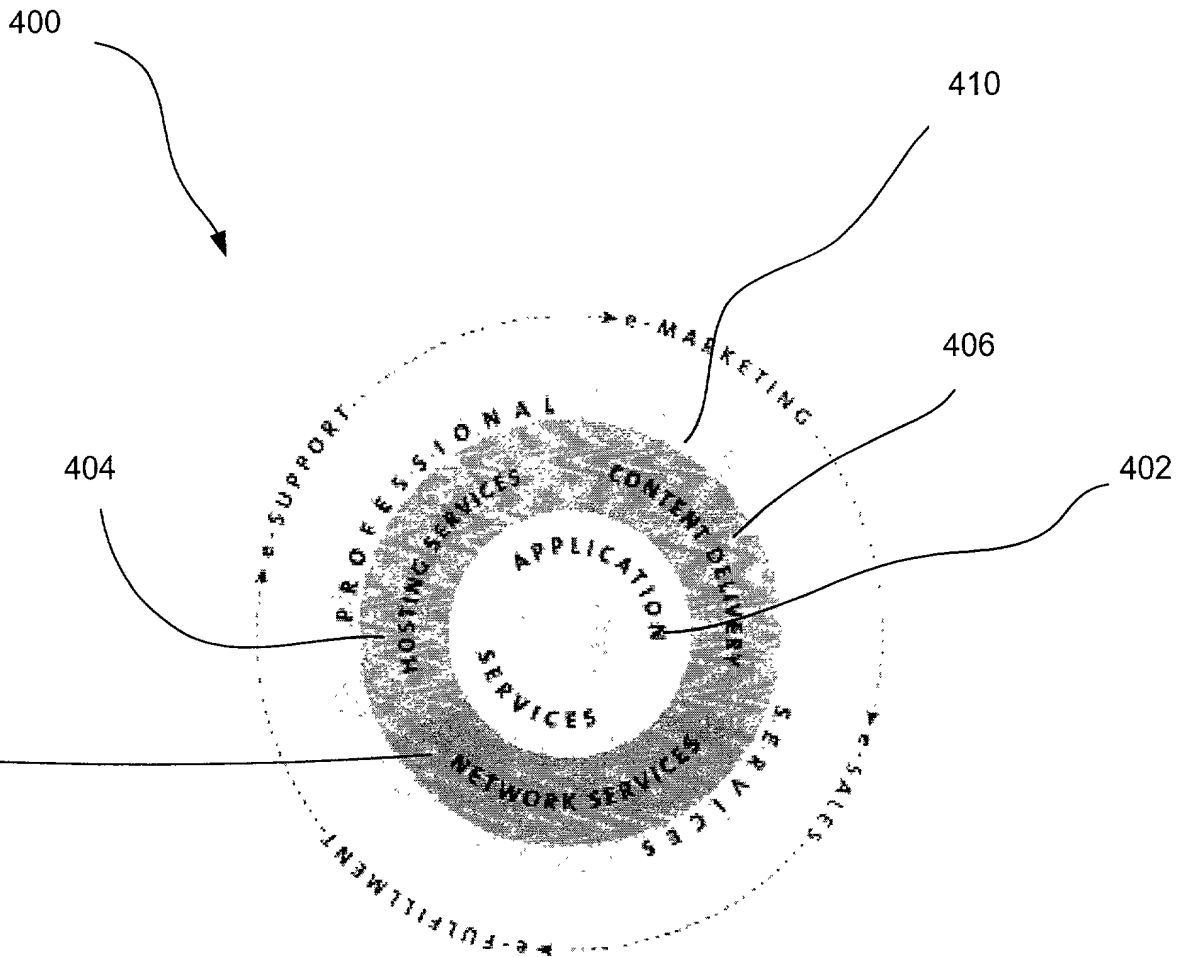


Fig. 4

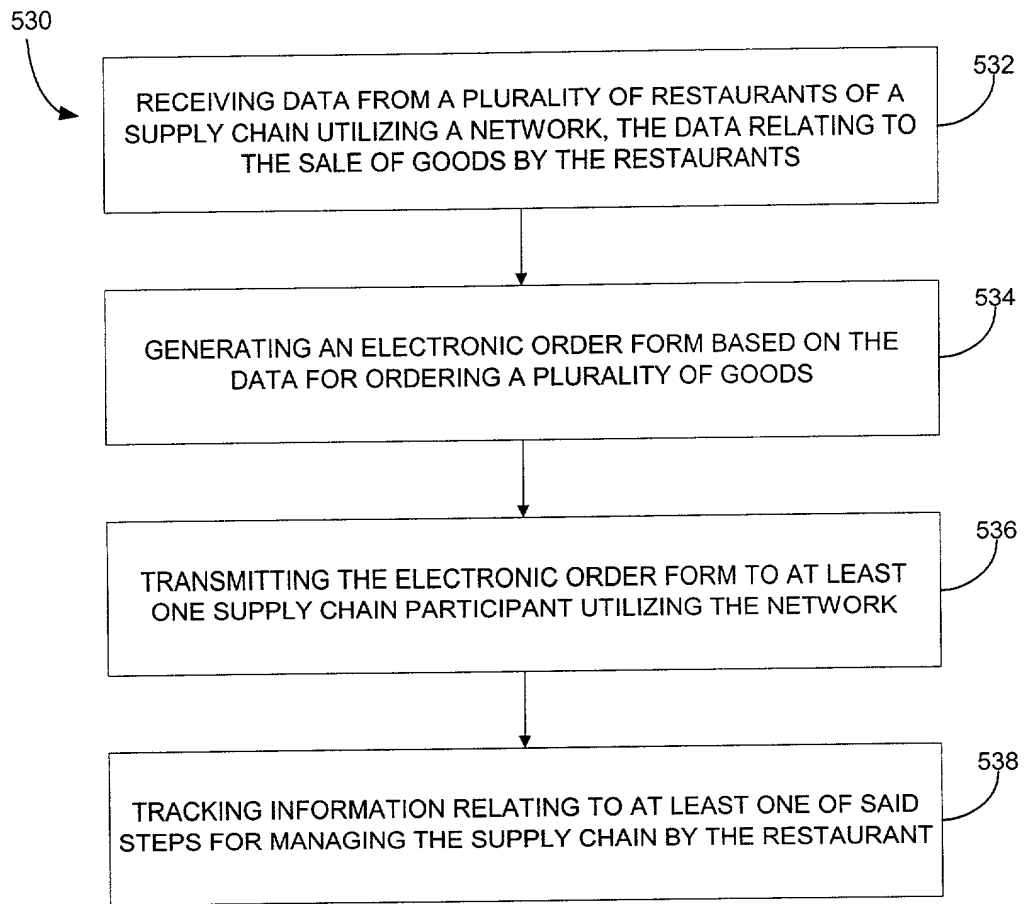


FIG. 5

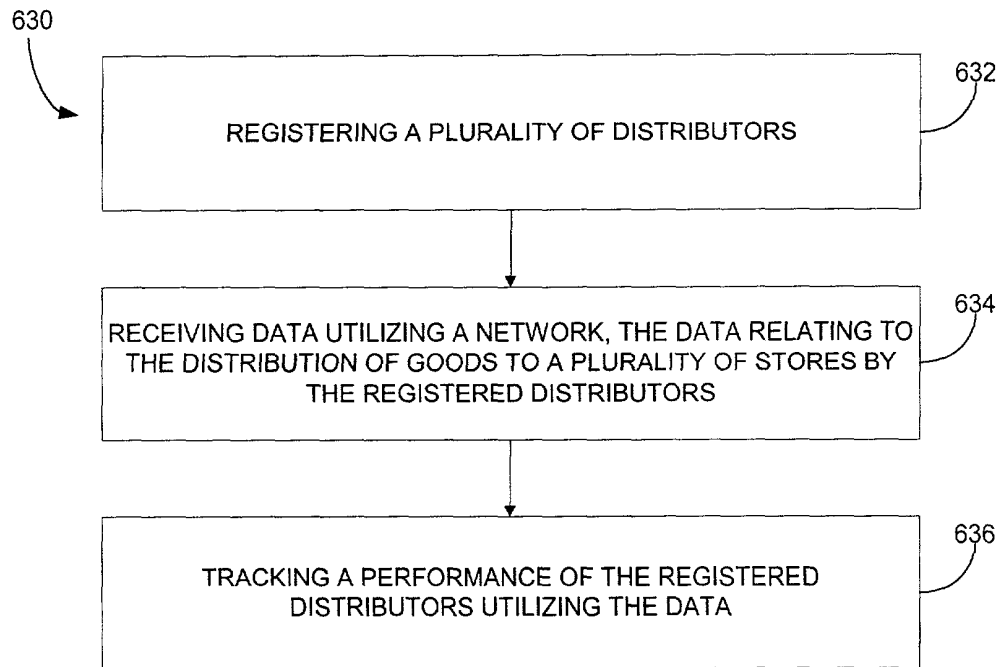


FIG. 6

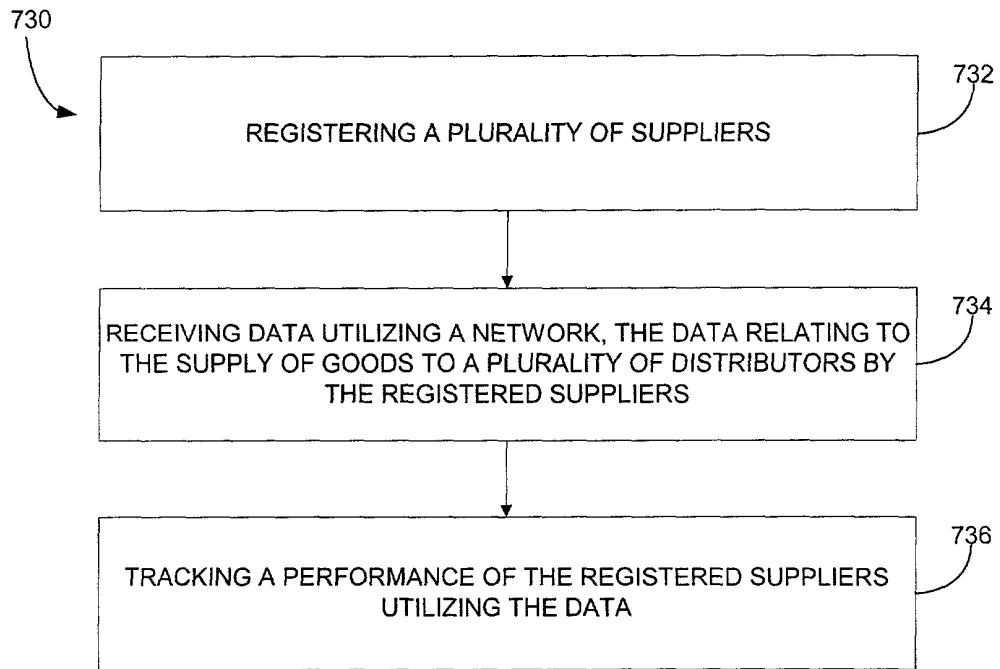


FIG. 7

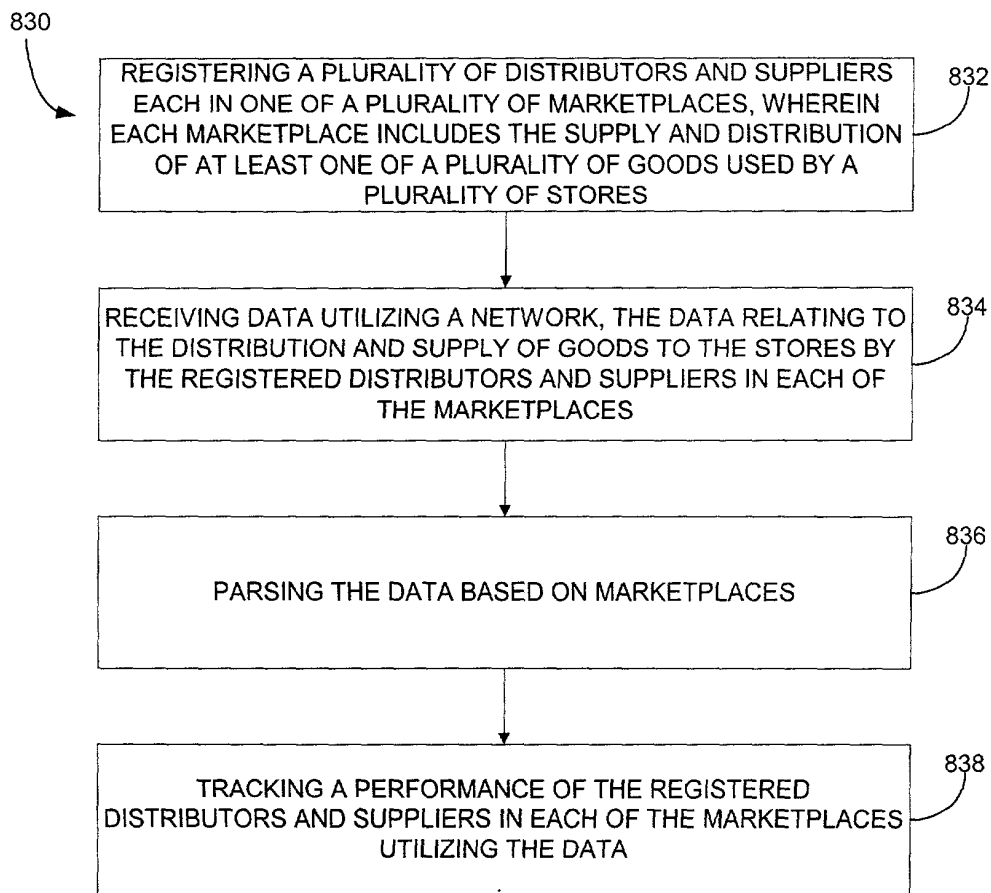


FIG. 8

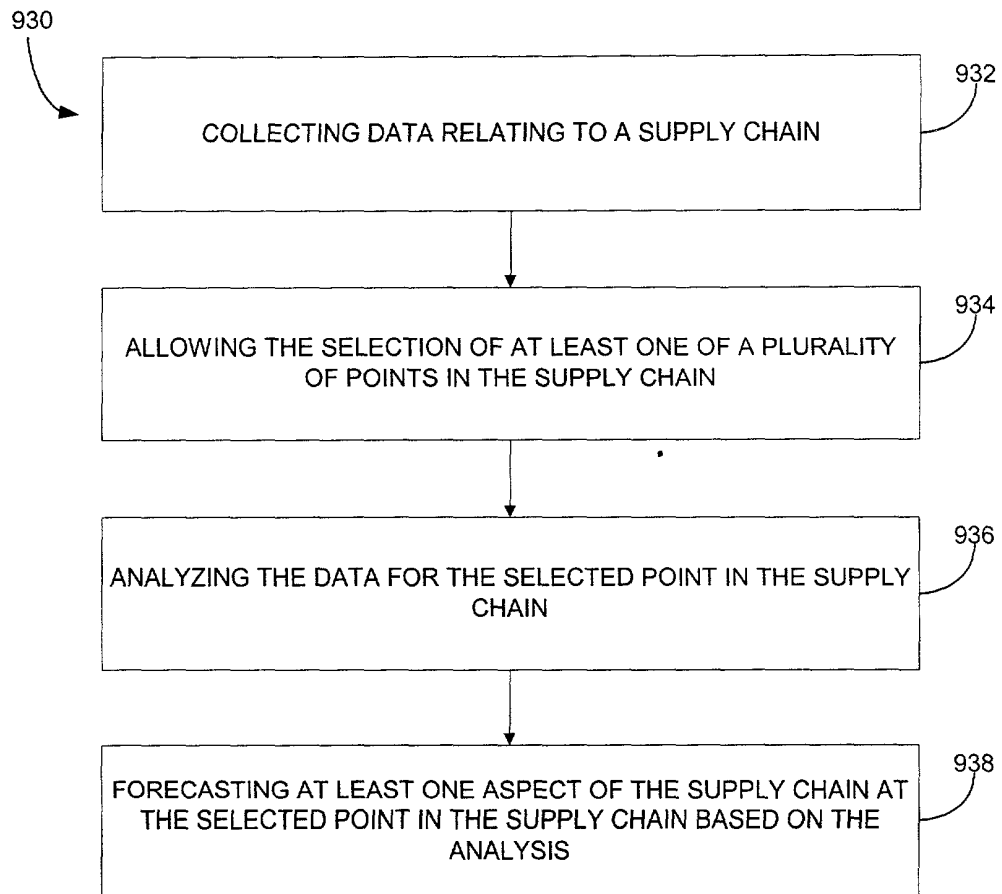


FIG. 9

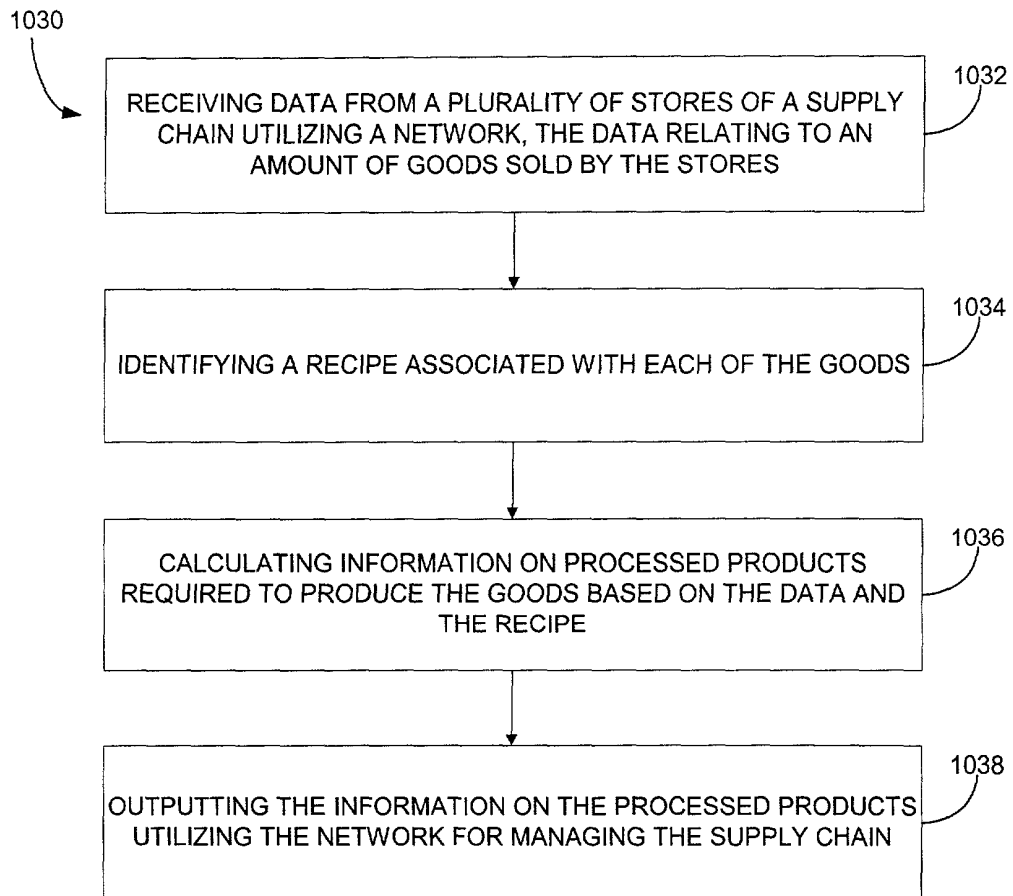


FIG. 10

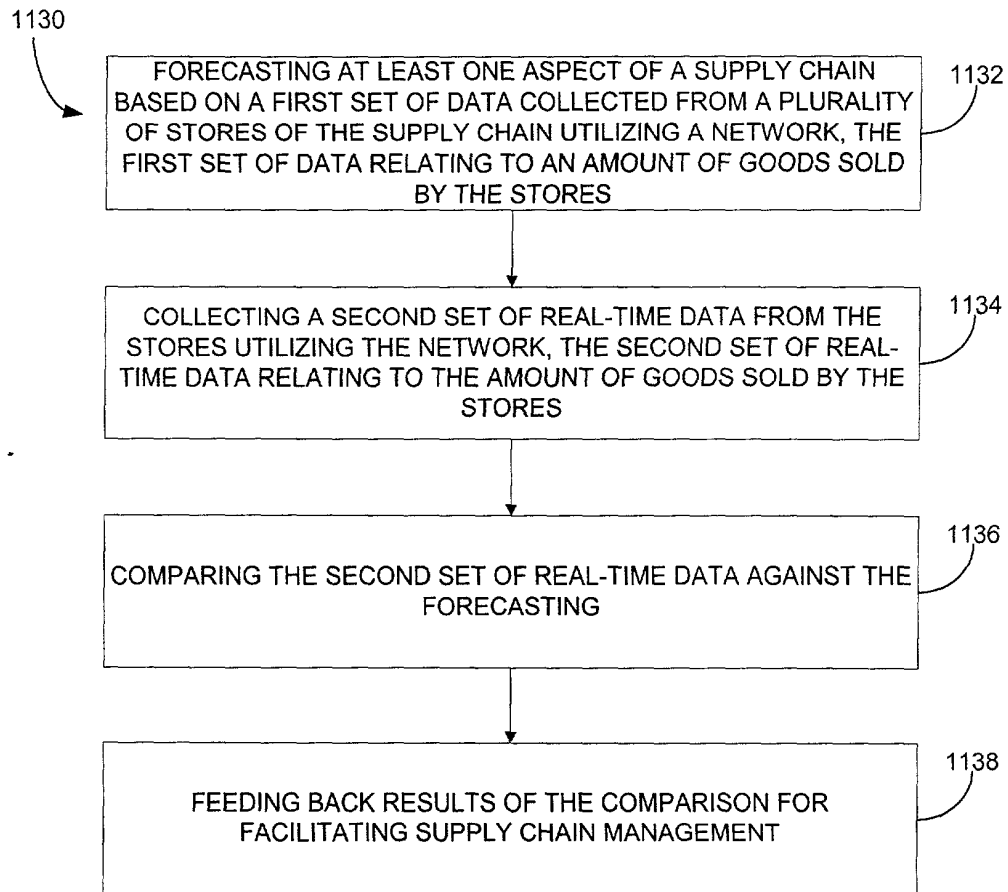


FIG. 11

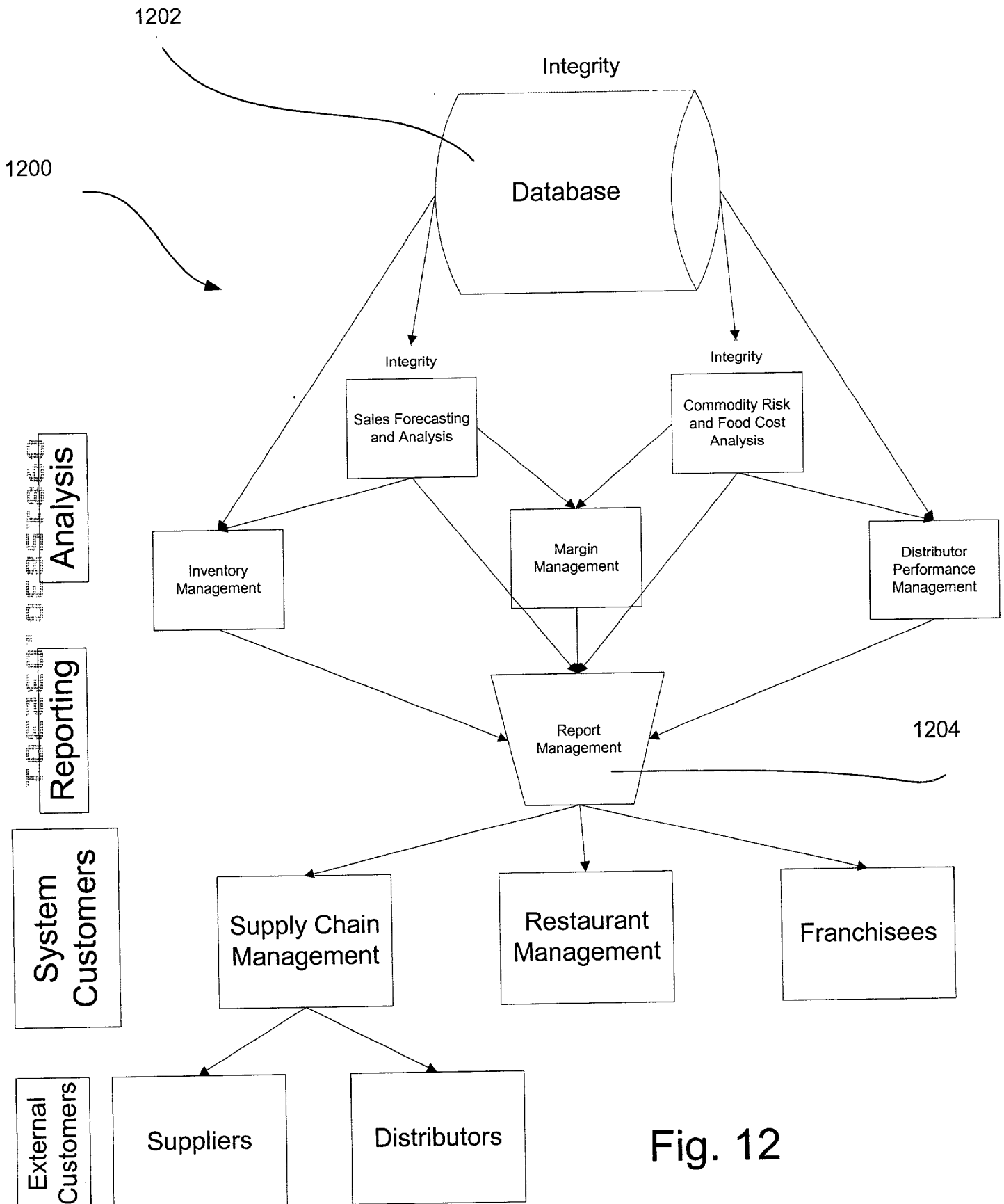


Fig. 12

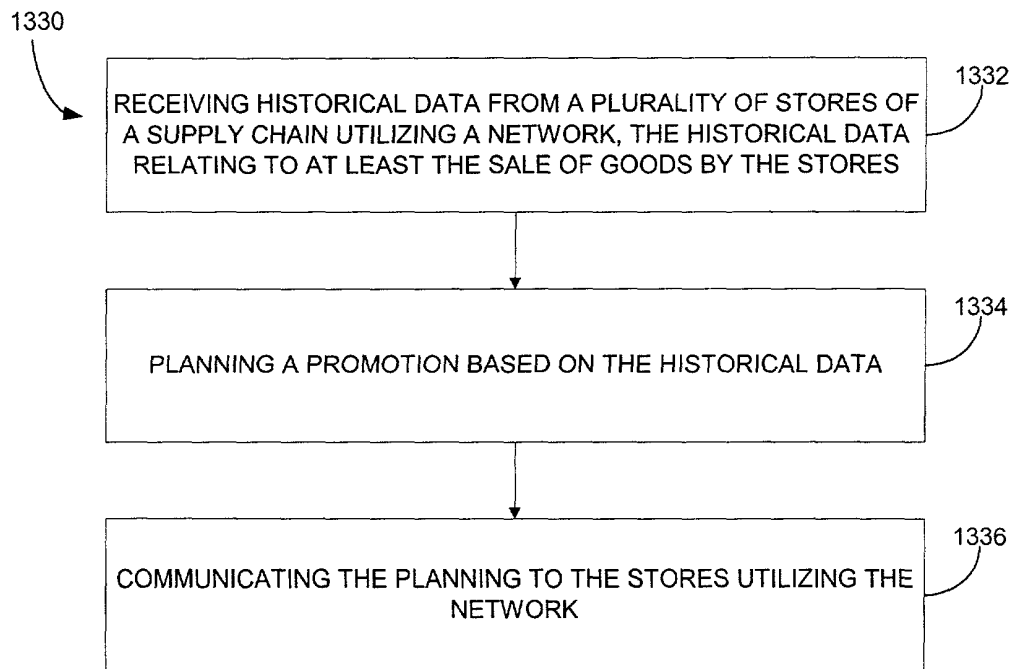


FIG. 13

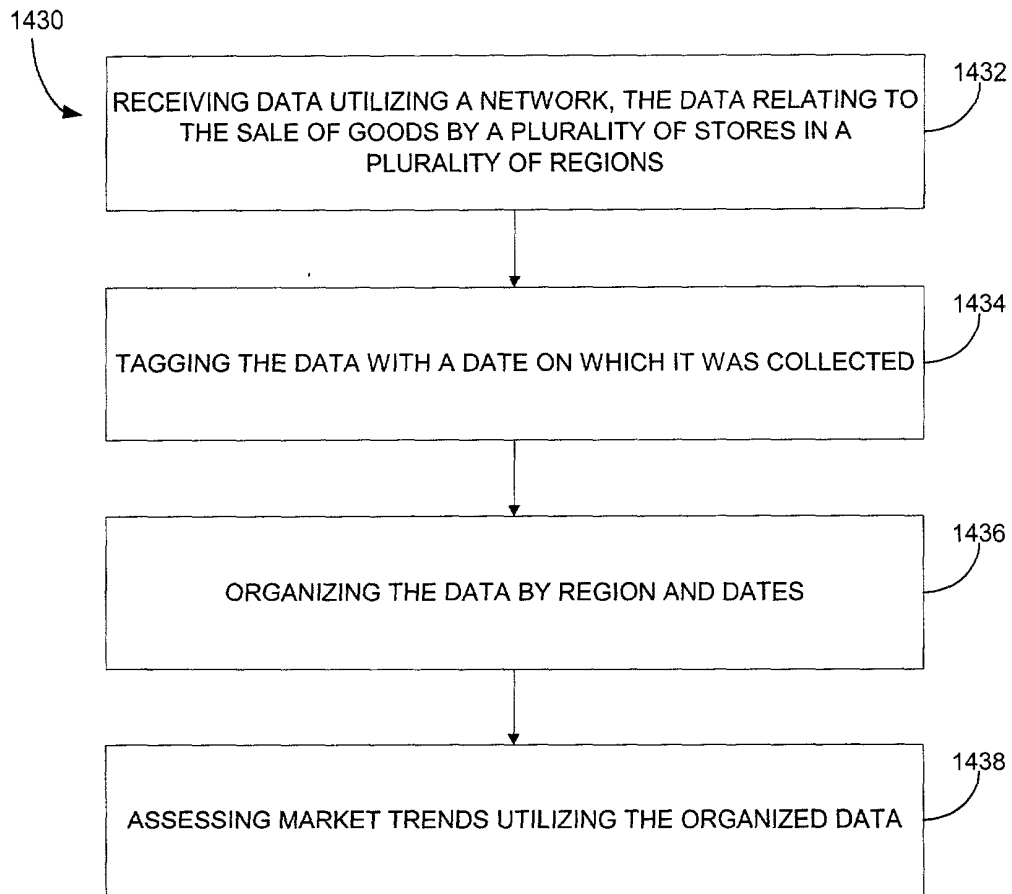


FIG. 14

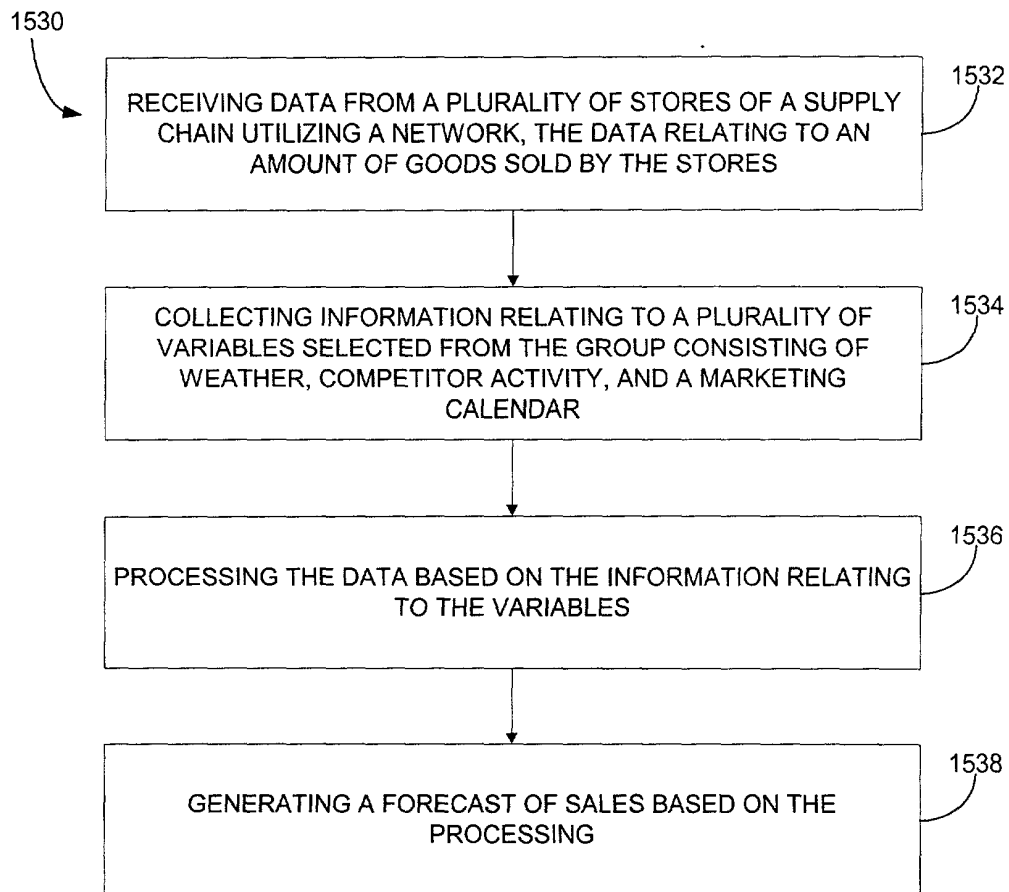


FIG. 15

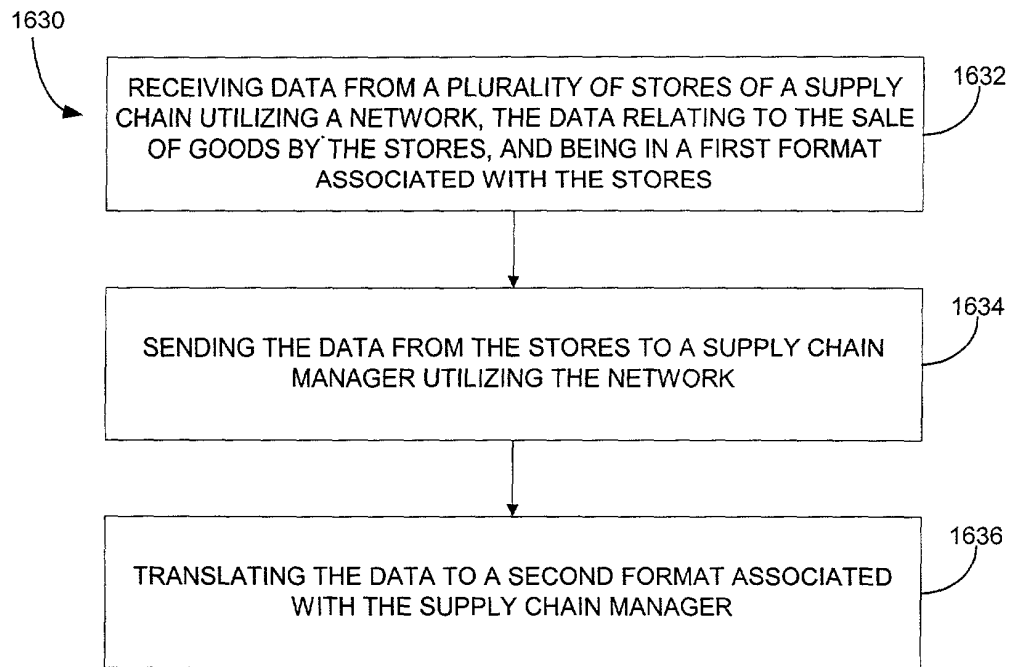


FIG. 16

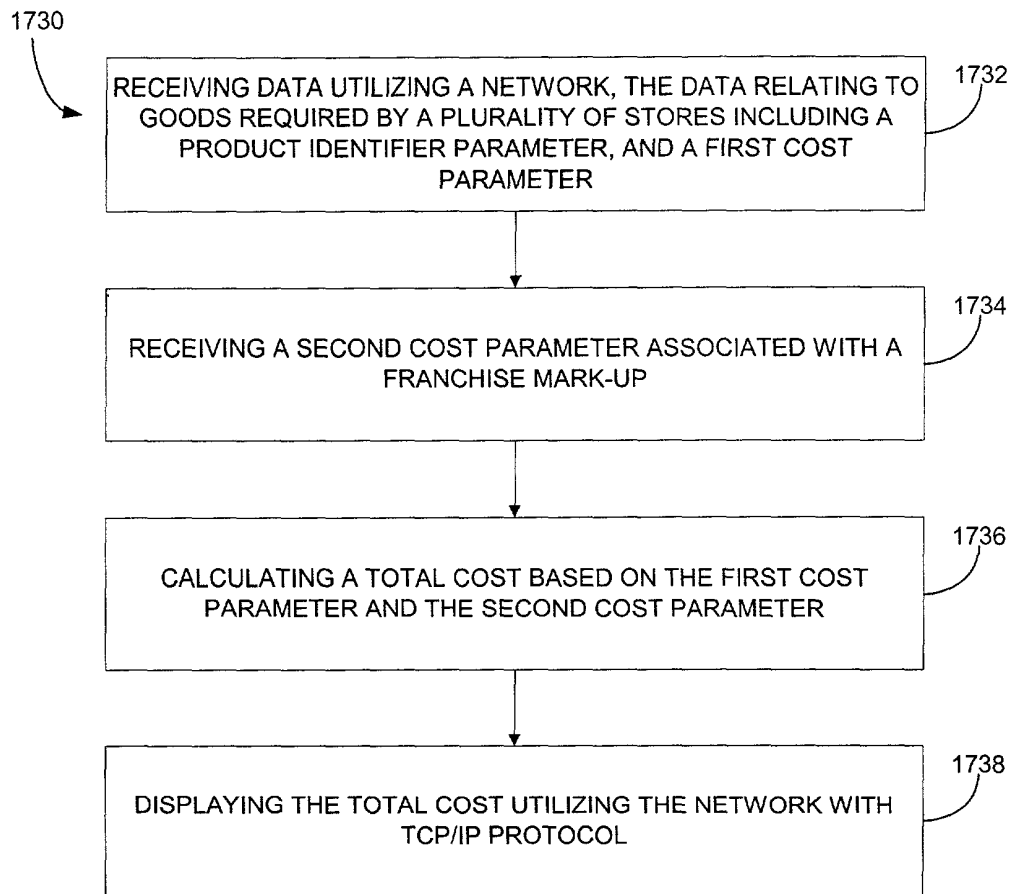


FIG. 17

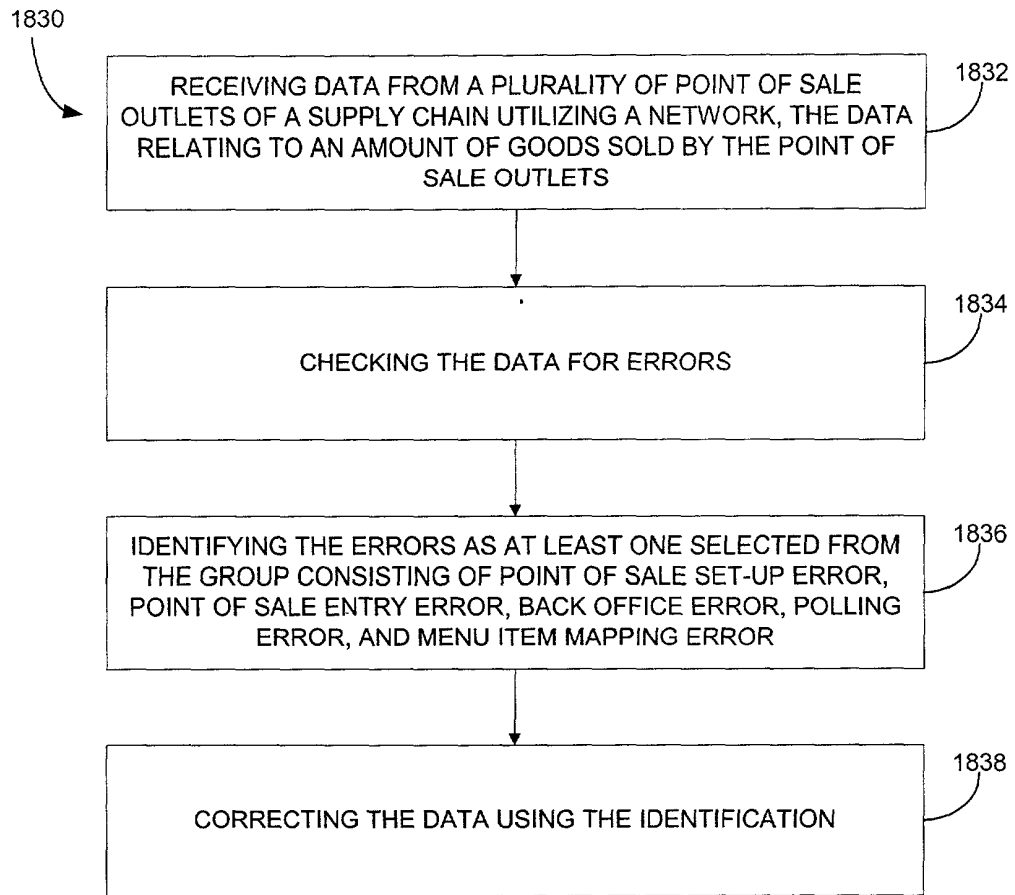


FIG. 18

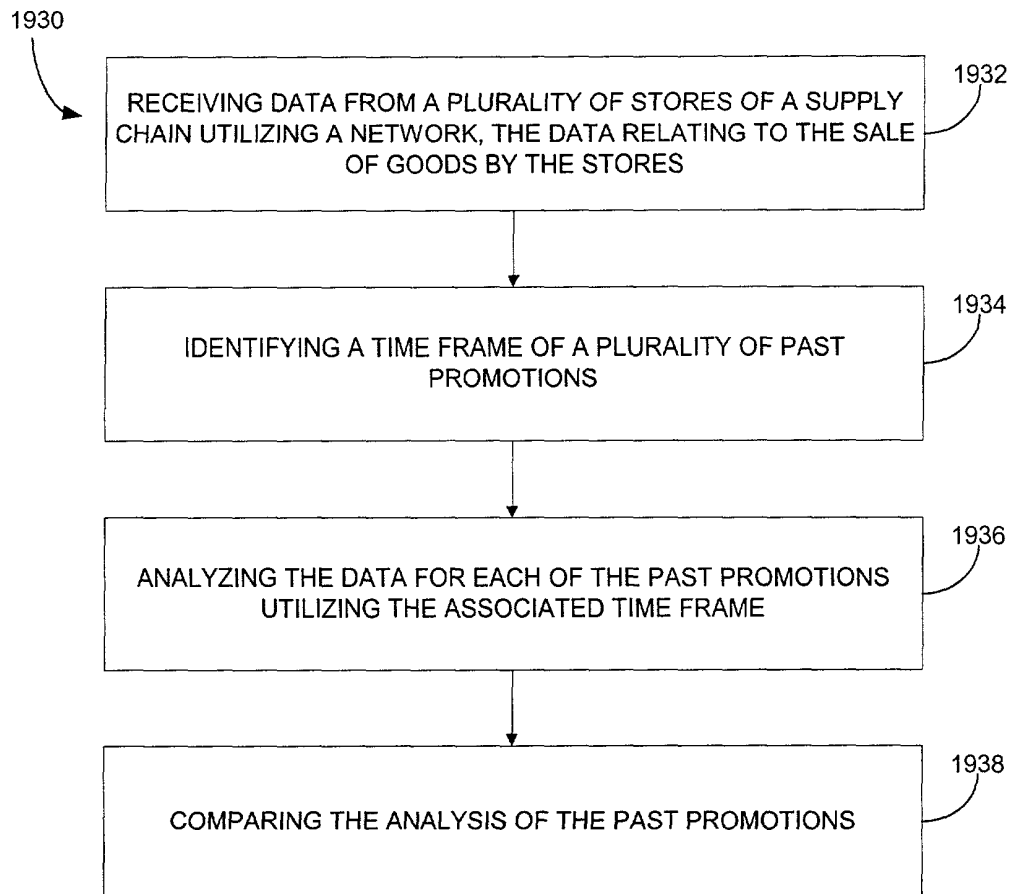


FIG. 19

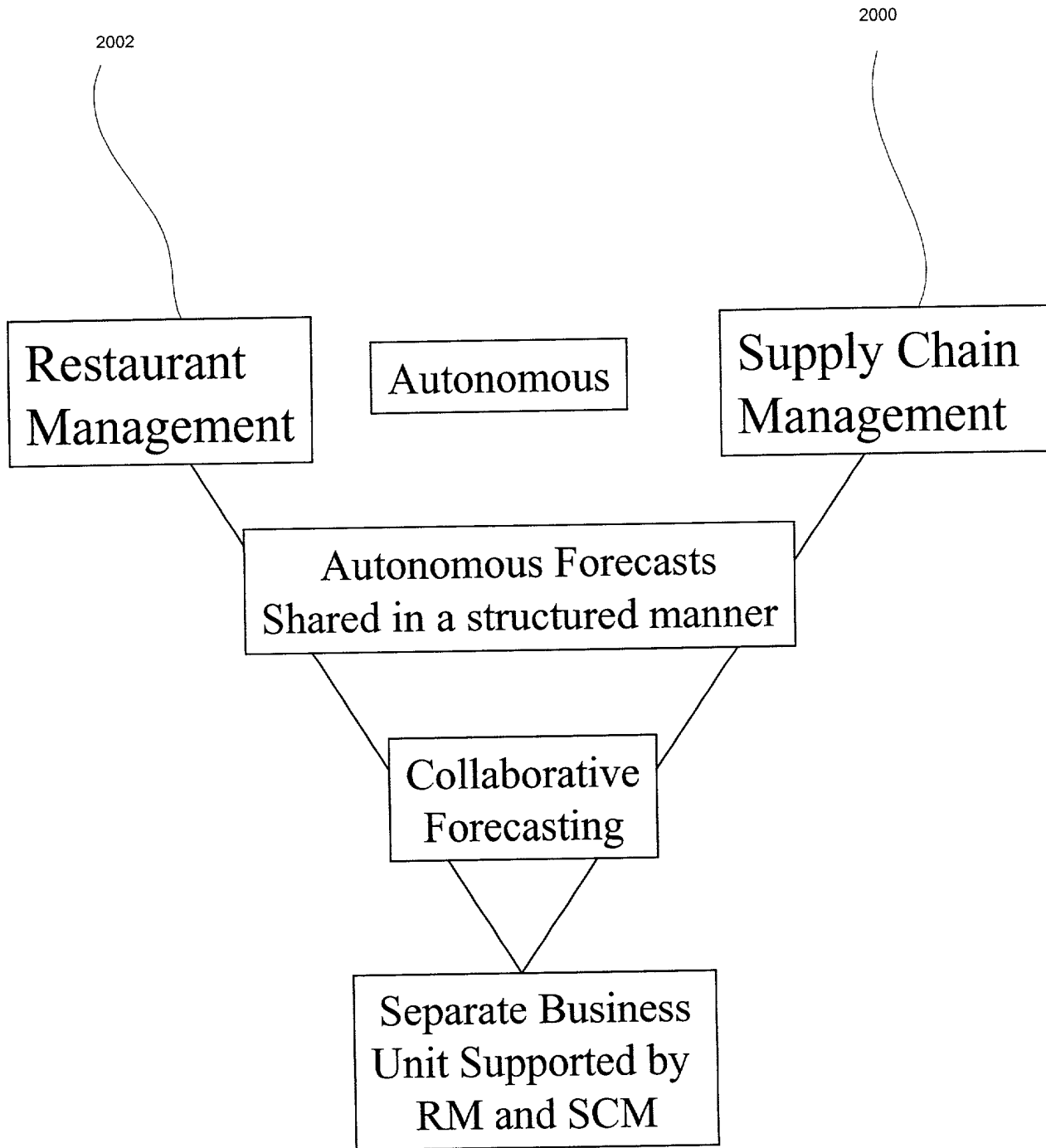


Fig. 20

2102 2104

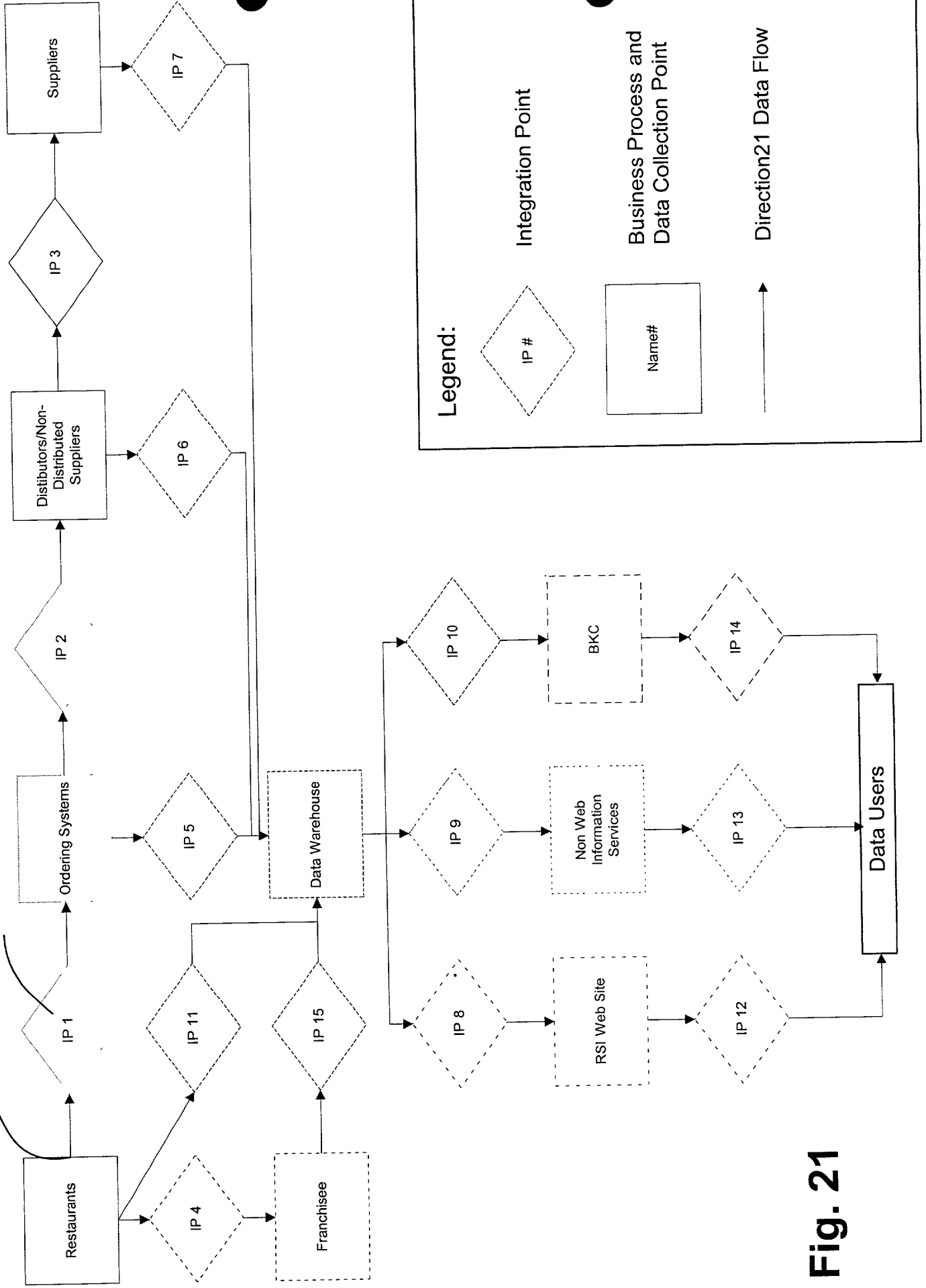


Fig. 21

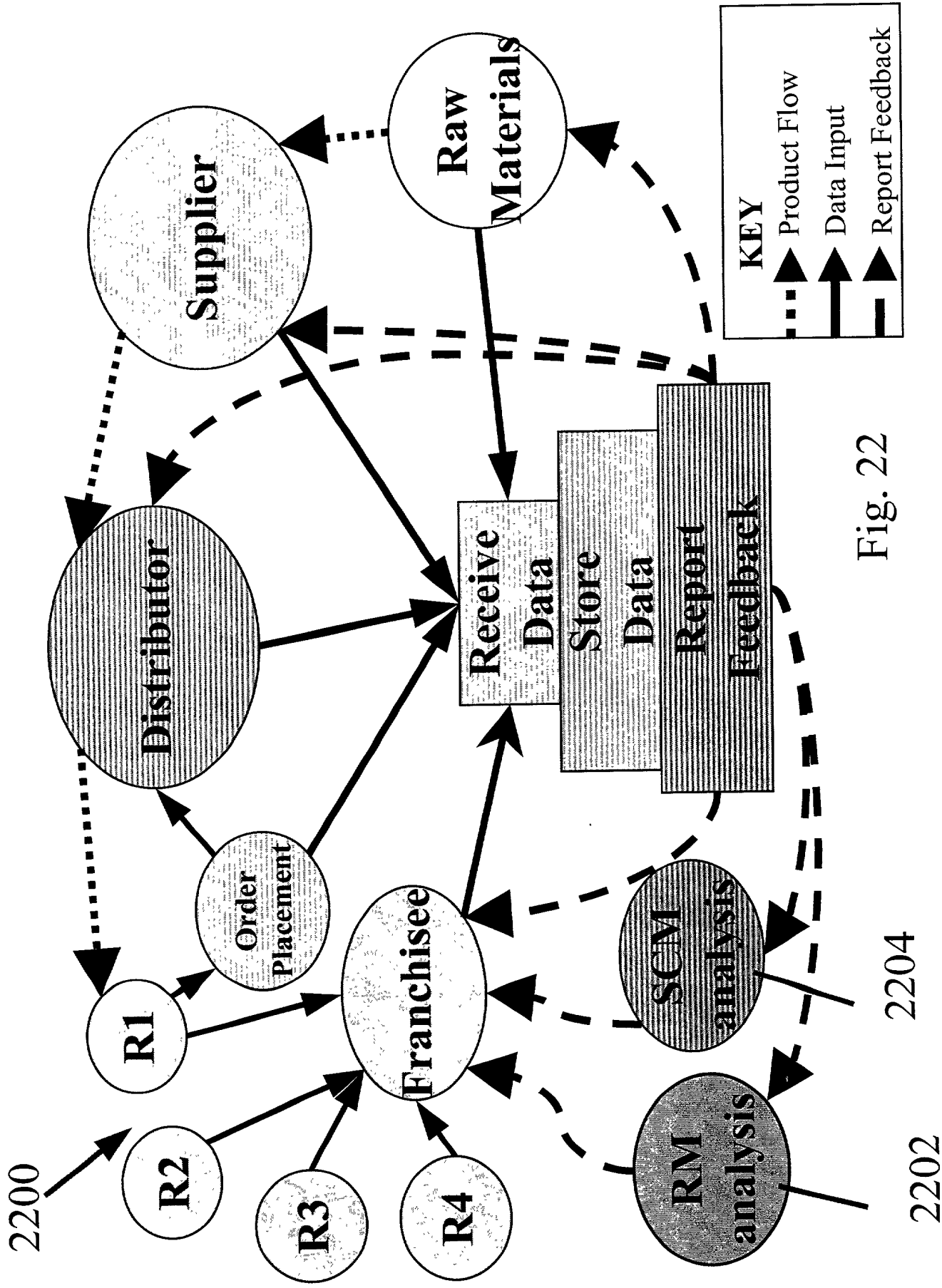


Fig. 22

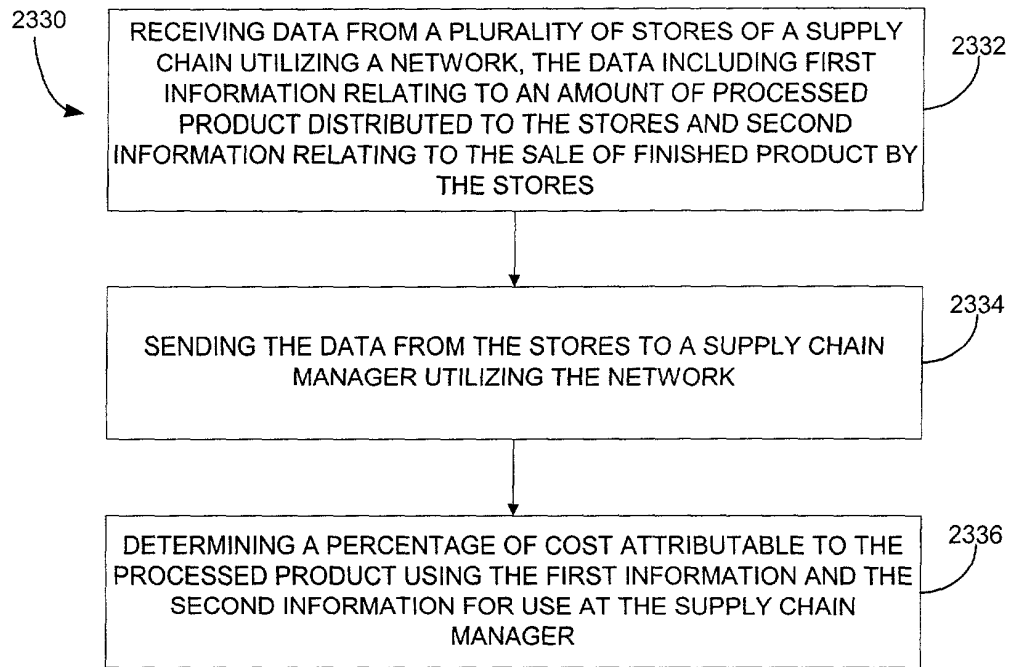


FIG. 23

FIG. 24

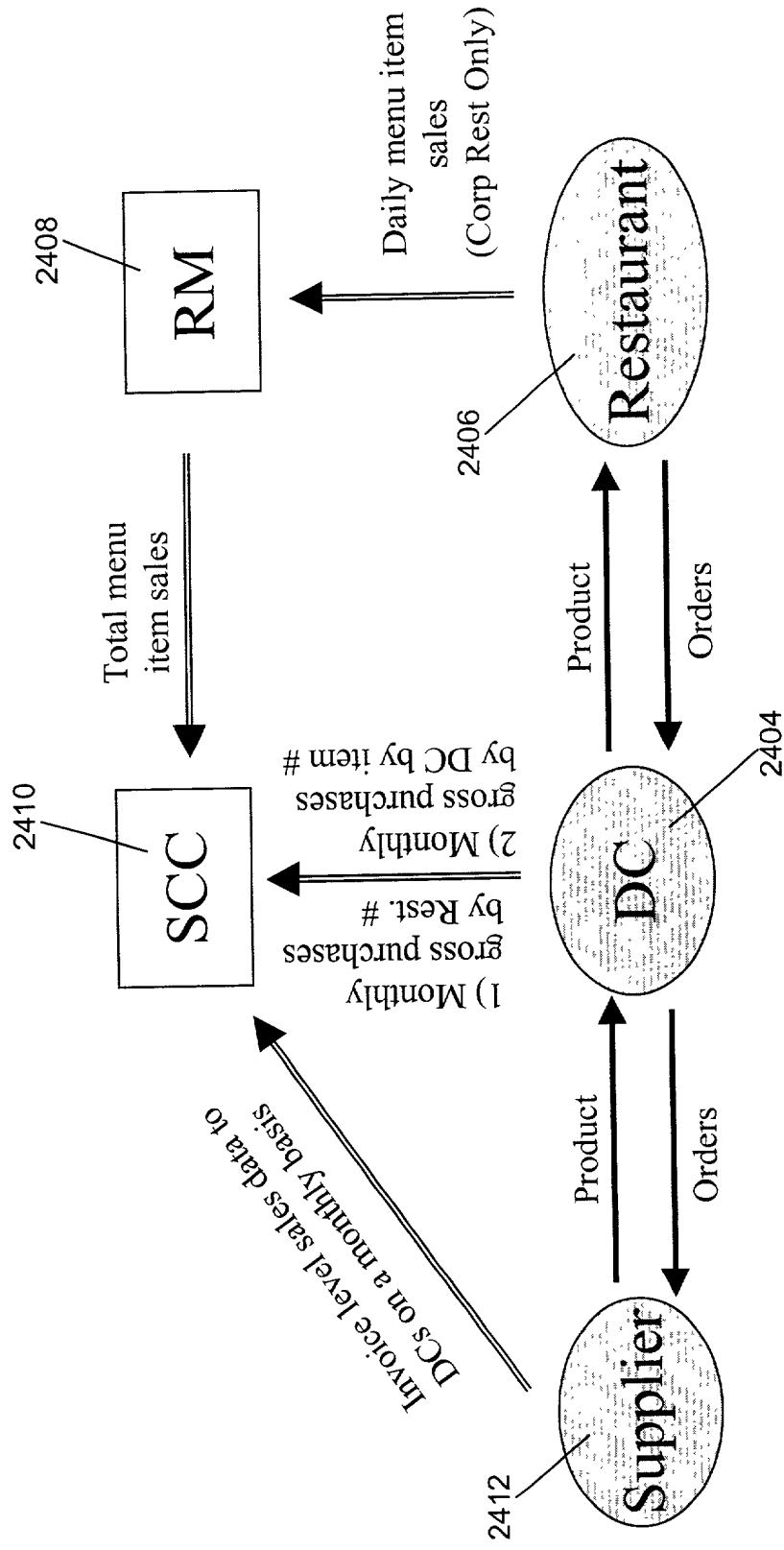


FIG. 25

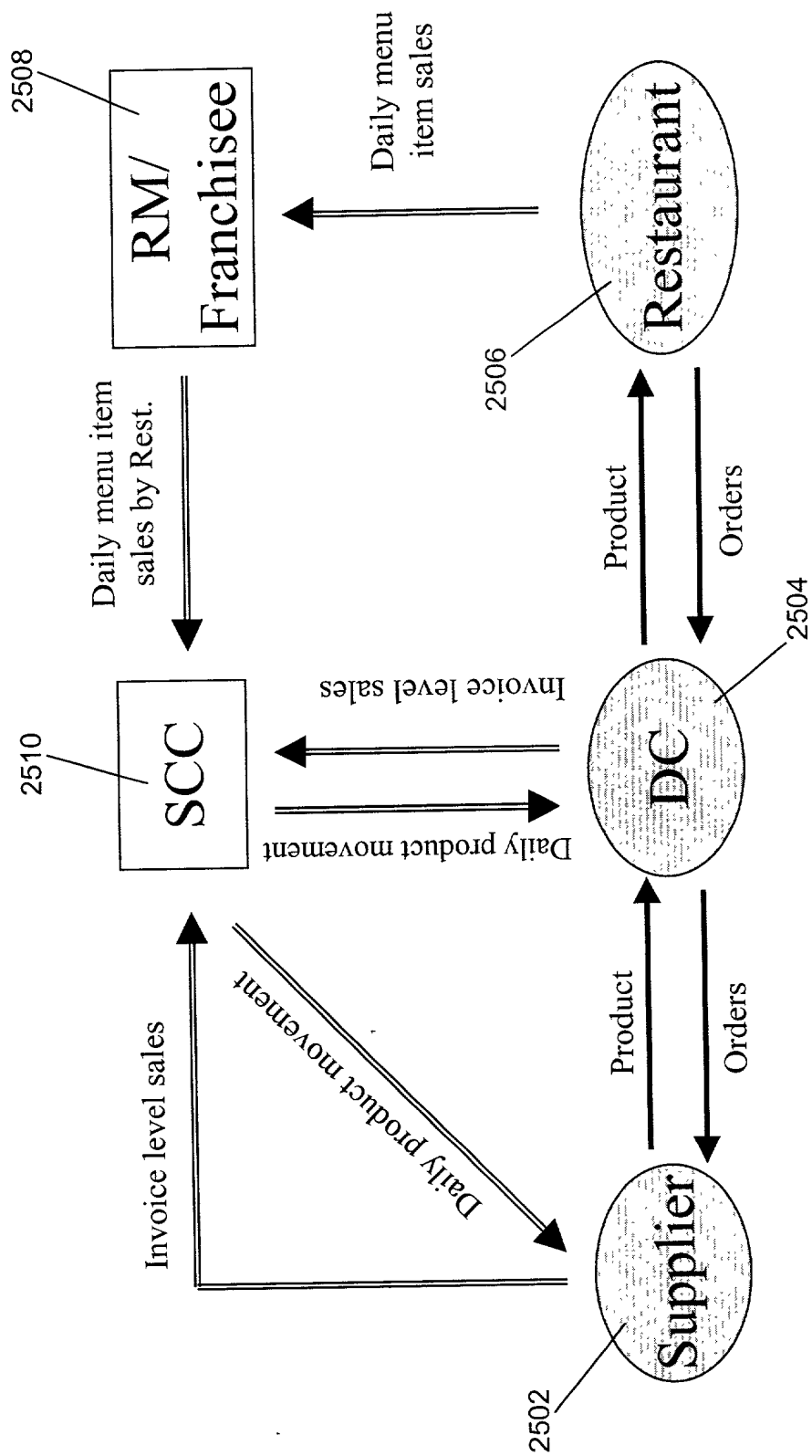


FIG. 26

FIG. 20

2600

2602

2604

Sales Forecast Worksheet - System

Week	History								Forecast							
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																
Ntn'l Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
Sales History/Forecast Total (\$/store)																
Key Products by Menu Item (units/day/store)																
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWVM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc.....																
Key Products by Inventory Item (cases/day/store)																
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc....																

2600

2602

2604

FIG. 27

2700

Promotional Monitor - System & Regional

		History				Week #1						
		W-4	W-3	W-2	W-1	D+1	D+2	D+3	D+4	D+5	D+6	D+7
Total Sales(\$/Store)		\$23,000	\$23,500	\$23,250	\$23,450	\$2,888	\$3,150	\$3,413	\$3,413	\$3,675	\$5,513	\$4,200
Menu Item Sales for Key Products(units/restaurant/week)												
Category	Segment	215	211	228	269	32	34	37	37	40	60	46
Whopper	WHOPPERS	146	142	148	162	18	20	21	21	23	35	26
	WHOPPERS W/CHEESE	699	679	714	813	94	103	111	111	120	180	137
	YWWM WHOPPERS	1,060	1,032	1,090	1,244	144	157	170	170	183	275	209
Whopper Total												
Variance from Expected (Highlighted Areas are Outside of Expected Range)		11.4%	-9.8%	-23.2%	-4.6%	2.3%	3.0%	1.0%	4.0%	11.0%	16.0%	8.0%
Whopper	WHOPPERS	8.1%	-8.4%	-24.5%	-5.8%	1.0%	4.0%	1.0%	4.0%	13.0%	14.0%	9.0%
	WHOPPERS W/CHEESE	12.2%	-10.7%	-22.5%	-1.9%	3.0%	3.0%	1.0%	5.0%	16.0%	19.0%	7.0%
	YWWM WHOPPERS	10.6%	-9.6%	-23.4%	-4.1%	2.1%	3.3%	1.0%	4.3%	13.3%	16.3%	8.0%
Whopper Total												

2702

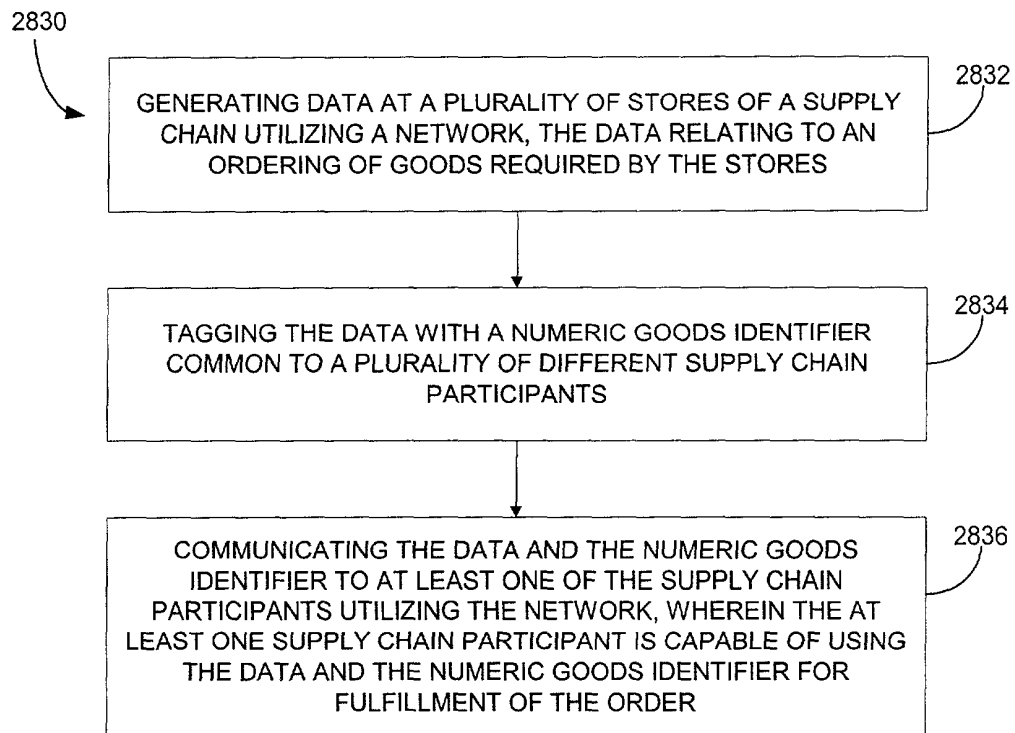


FIG. 28

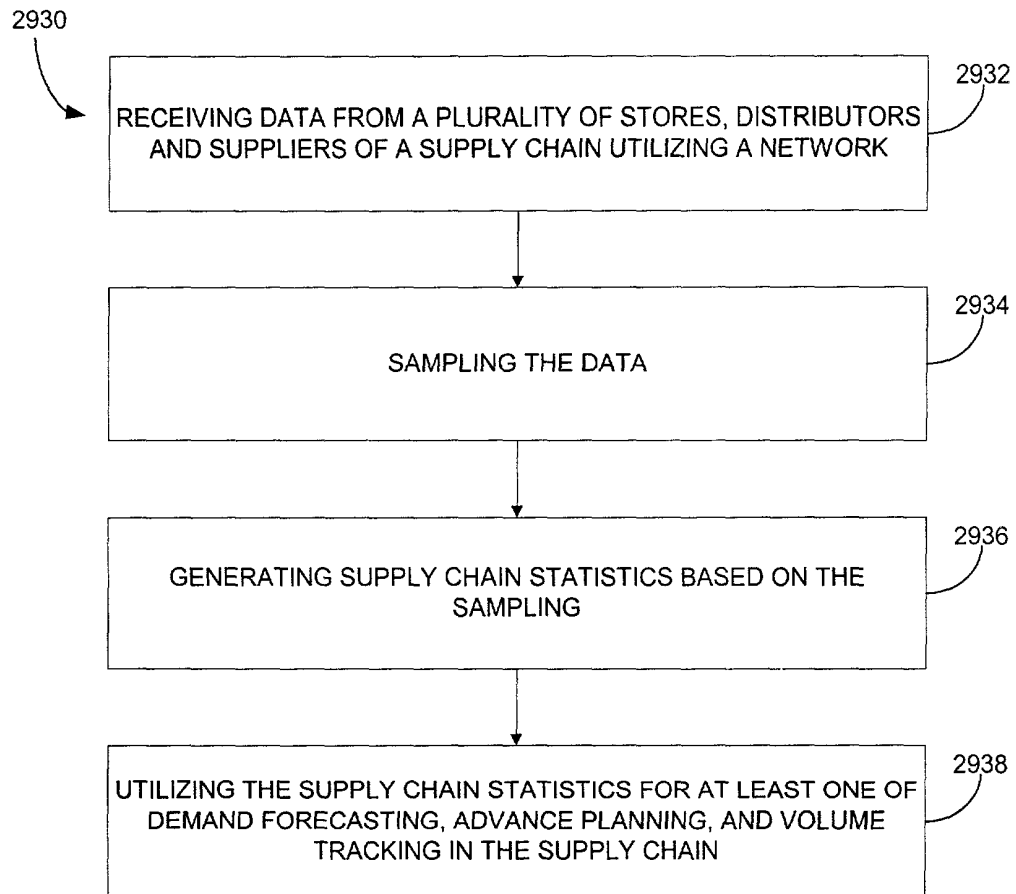


FIG. 29

3000

Distribution Center:	Alliant Topeka
----------------------	----------------

Time Period (Month/Yr):	Jun-00
-------------------------	--------

Delivery Order Fill Rate

Total Cases Ordered:	65712
----------------------	-------

3002

Operations:									
	Warehouse Outs	Damages	MisPicks	Short on Truck	Overlooked and Not Returned	Total Operations			
	Cases: 154	68	62	284		568			
	Percent: 0.23%	0.10%	0.09%	0.43%	0.00%			0.86%	

3004

Purchasing:									
	Out of Stocks	Substitutions	Out of Code	Total Purchasing					
	Cases: 990	70		1060					
	Percent: 1.51%	0.11%	0.00%			1.61%			

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate:	97.52%
---------------------------	--------

On-Time Delivery Rate

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

Perfect Order Rate

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

3100

Alliant - Monthly DC Data Feed Performance
August 2000
Mock Report

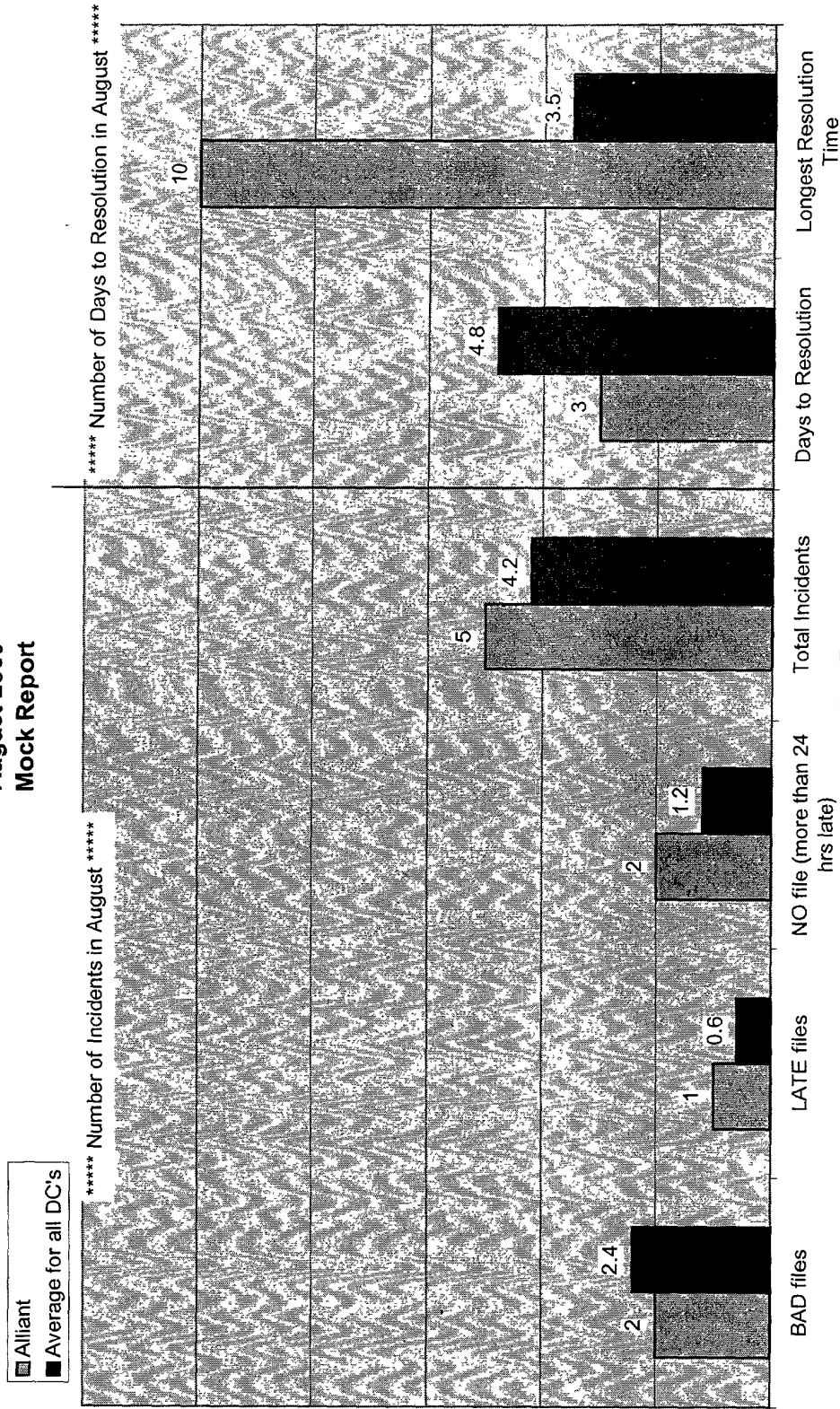


FIG. 31



Service Level Reporting August

3200

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%	90.66%	
Alliant-Topata			
Alliant-Wixom	99.05%	98.71%	
King-Alliant	99.34%	92.91%	78.70%
King-Jacksonville	99.55%	98.56%	80.90%
King-Louisville	99.73%	94.53%	86.98%
Maines 29, Conklin	99.41%		79.25%
Maines 30, Cleveland			
Maines Long Island	99.41%		
Maines New England	99.63%		79.83%
MBM Fullerton	99.13%	94.15%	#DIV/0!
MBM Louisville	99.51%	92.88%	#DIV/0!
MBM Orlando	99.78%	93.60%	#DIV/0!
MBM Rocky Mount	99.13%	92.46%	#DIV/0!
McCabe's	99.80%	99.72%	86.84%
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.	99.60%	96.04%	85.37%
PFD Supply	99.16%	90.79%	80.12%
PFG Victoria	99.42%	#DIV/0!	
PYA/Monarch	99.20%	97.78%	
Reinhart-Cedar Rapids	99.05%	98.65%	
Reinhart-Oak Creek	99.31%	93.69%	
Reinhart-Rogers	99.50%	95.49%	
Restaurants NW	99.03%	99.07%	80.47%
Shamrock Commerce City	99.54%	94.88%	85.13%
Shamrock Phoenix	98.81%	99.88%	
Sygma Harrisburg	99.69%		82.88%
Sygma Stockton	99.69%		
Sysco	99.68%	100.00%	82.47%

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BK Min

FIG. 32

FIG. 33

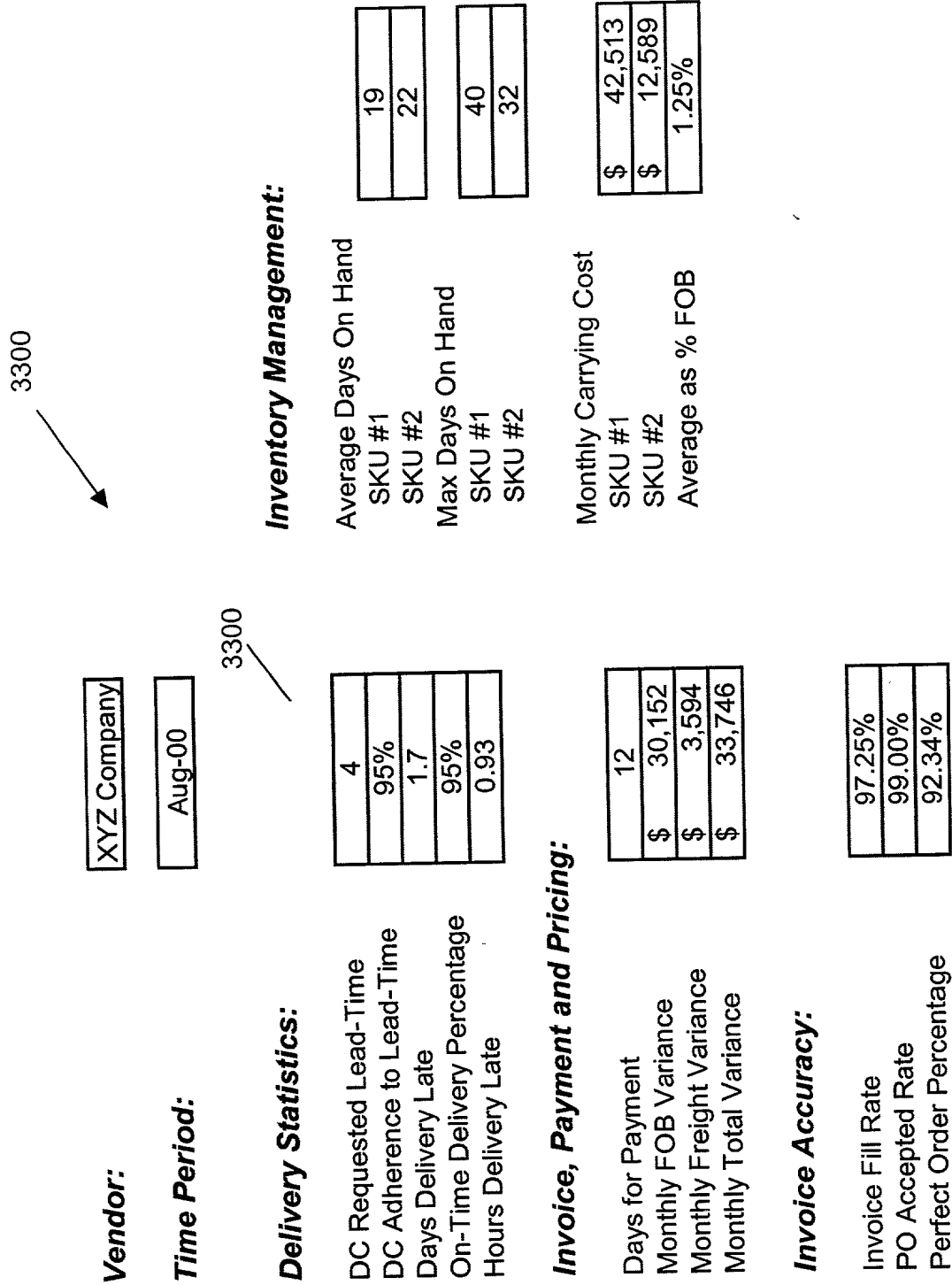
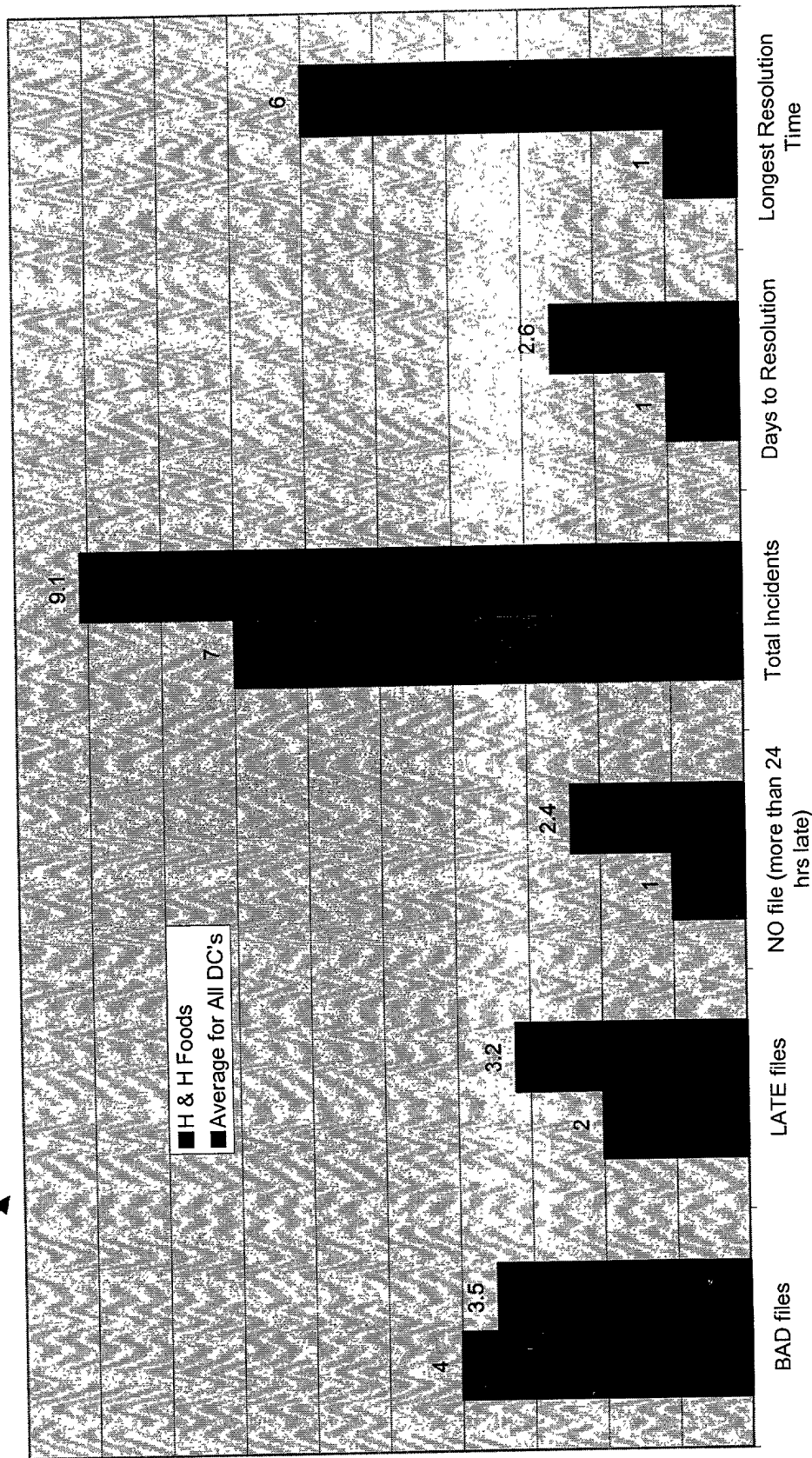


FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance
August 2000
Mock Report

3400 →





3500

FIG. 35

Service Level Reporting
November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES	\$1,904		2.33%
COMARK INSTRUMENTS, INC.	\$2,881		
WHITEFORD FOODS, INC.	\$0	97.3%	2.41%
LEPAGE BAKERY / COUNTRY KITCHEN	\$0		
NCR-SYSTEMEDIA	\$0	92.1%	2.16%
SIGNATURE MEATS GROUP	\$0		1.94%
SCHWEBEL'S BAKING CO.	\$0	95.1%	1.50%
MAUI CUP	\$0		
MIRA PLASTICS	\$0		1.25%
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.	\$0		1.48%
FORT JAMES OPERATING COMPANY	\$0	98.6%	1.90%
FRESH ADVANTAGE, KC			
SILVER KING - MN - CORP.	\$0		
TYSON FOODS			
READY ACCESS			2.44%
GEORGIA PACIFIC TISSUE		94.8%	2.51%
CLOUGHERTY PACKING	\$0	93.4%	
BEVERAGE - AIR			2.06%
COMPONENT HARDWARE GROUP, INC.	\$0		
COCA-COLA USA	\$1,909	93.5%	1.55%
TOASTMASTER		96.3%	2.20%
GRANT COUNTY FOODS	\$0		
FRESH EXPRESS			1.04%
TAYLOR FARMS	\$0		
MODULAR DISPENSING SYSTEM	\$0		
CENTURY PRODUCTS, LLC	\$3,423	93.3%	2.98%
ROSE PACKING COMPANY			

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

3600

Mock Report/1

	FY 01	Oct-00	Nov-00	Dec-00	Jan-01	Feb-01	Mar-01	Apr-01	May-01
Food Cost Index									
Plan	99.75	99.69	99.20	98.63	100.33	100.49	101.12	100.44	99.92
Actual		99.10	98.90						
Variance		0.59							
Good/(Bad)			0.30						
Total Dollar Purchases (in Millions) /2									
Plan	\$2,237.24	\$183.98	\$182.73	\$184.54	\$187.33	\$187.03	\$189.14	\$187.47	\$186.83
Actual		\$182.84	\$182.08						
Variance		\$1.14	\$0.65						
Good/(Bad)		0.6%	0.4%						

/1 Includes on food cost index items.
/2 Based on FY 99 Sales Volumes

FIG. 36

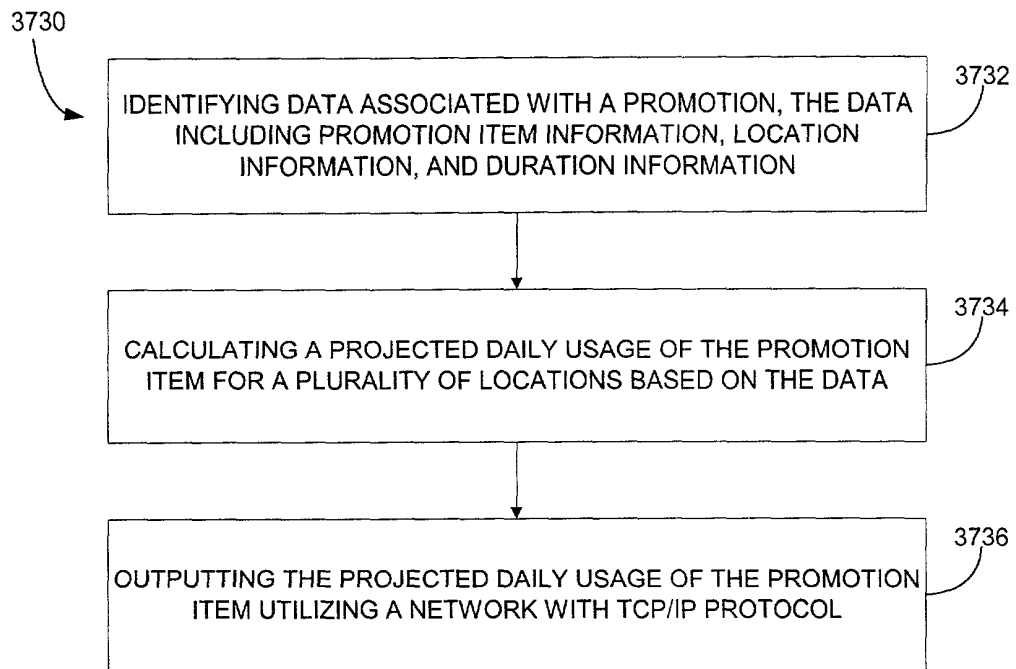


FIG. 37

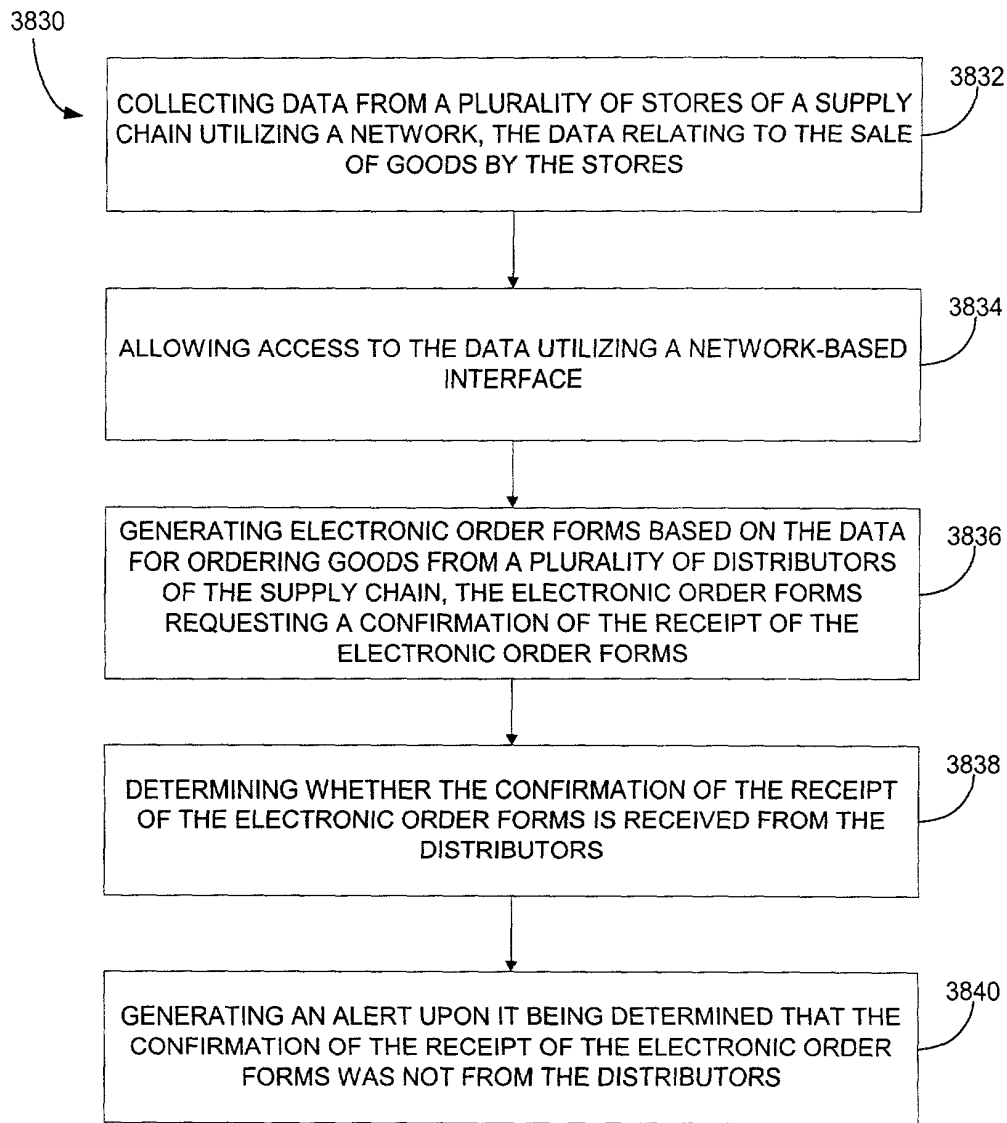


FIG. 38

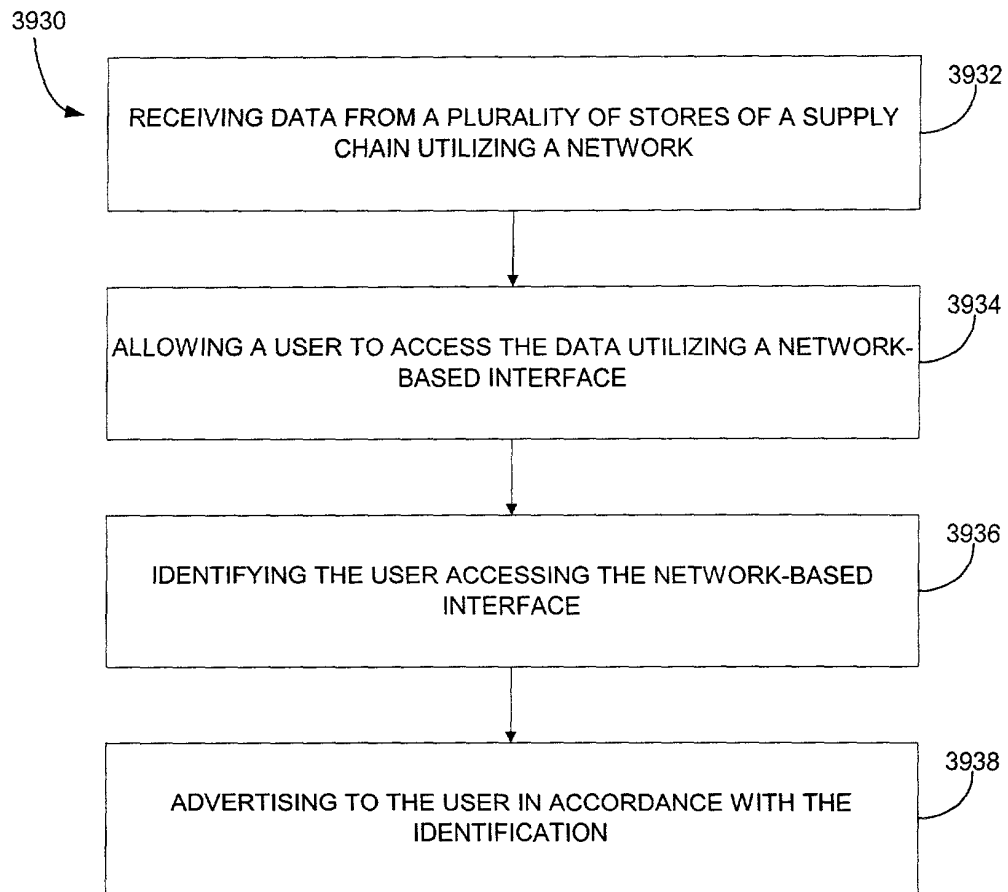


FIG. 39

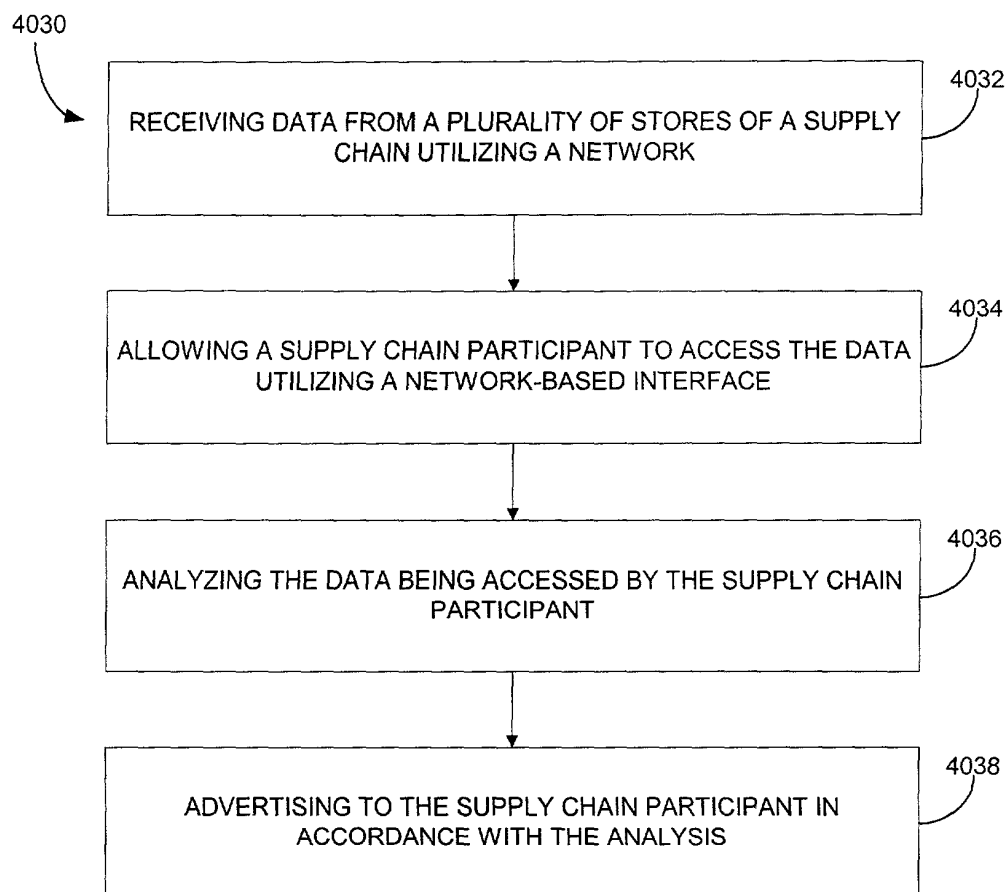


FIG. 40

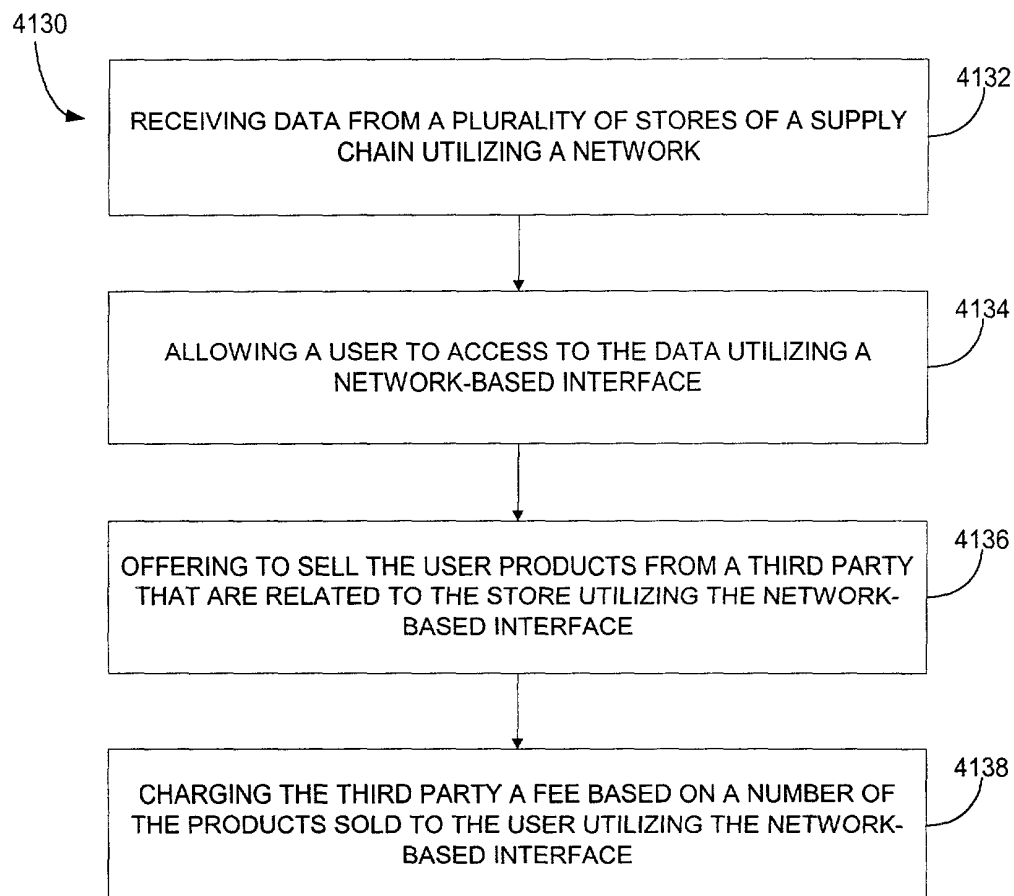


FIG. 41

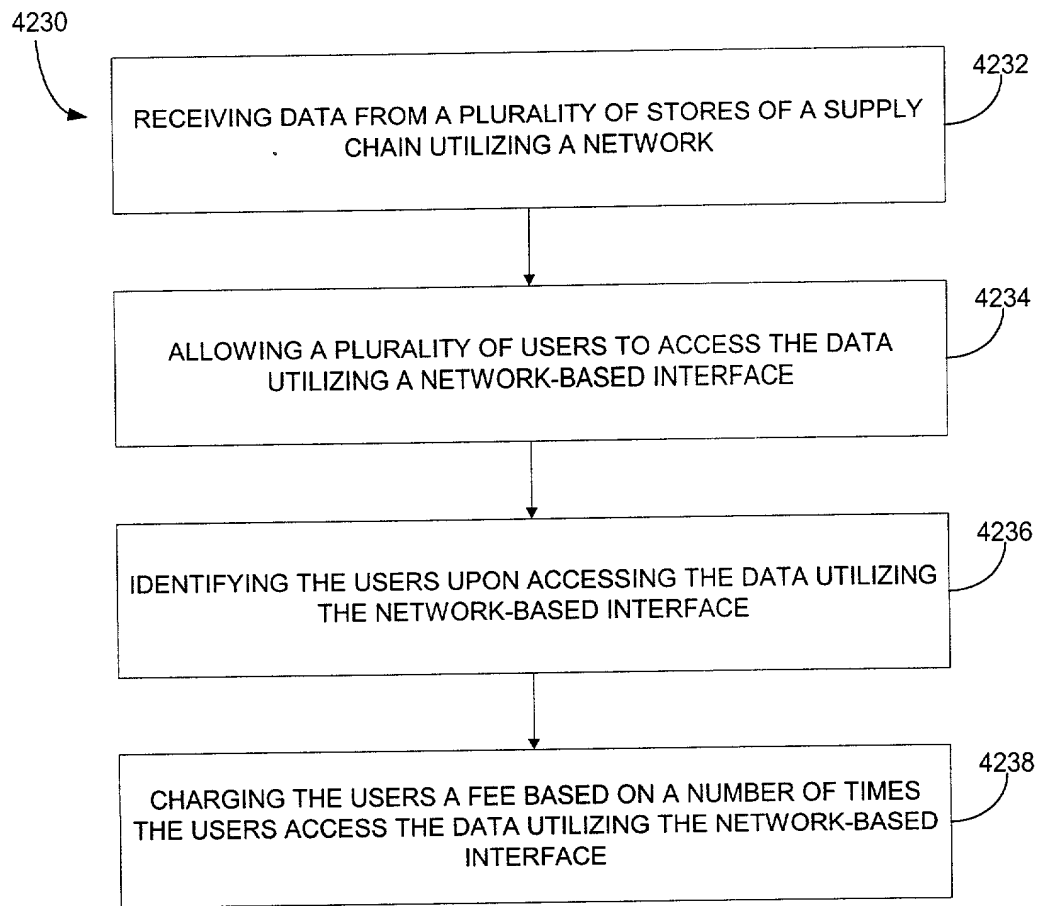


FIG. 42

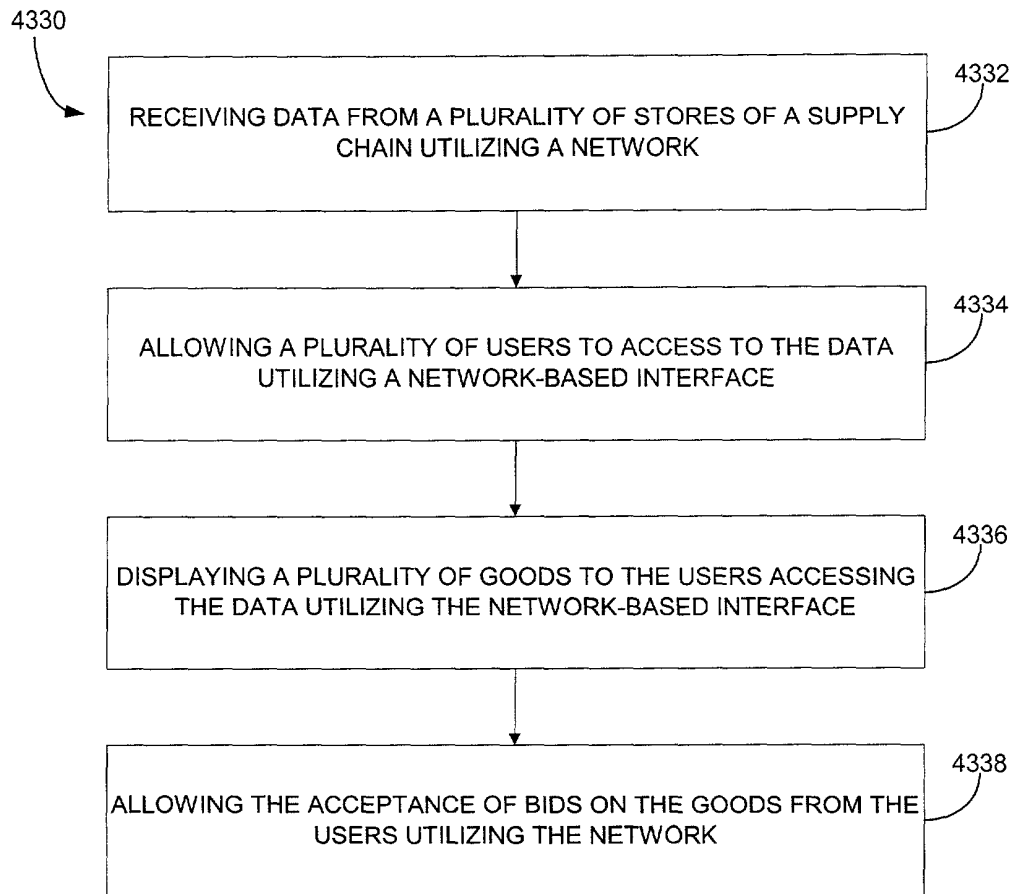


FIG. 43A

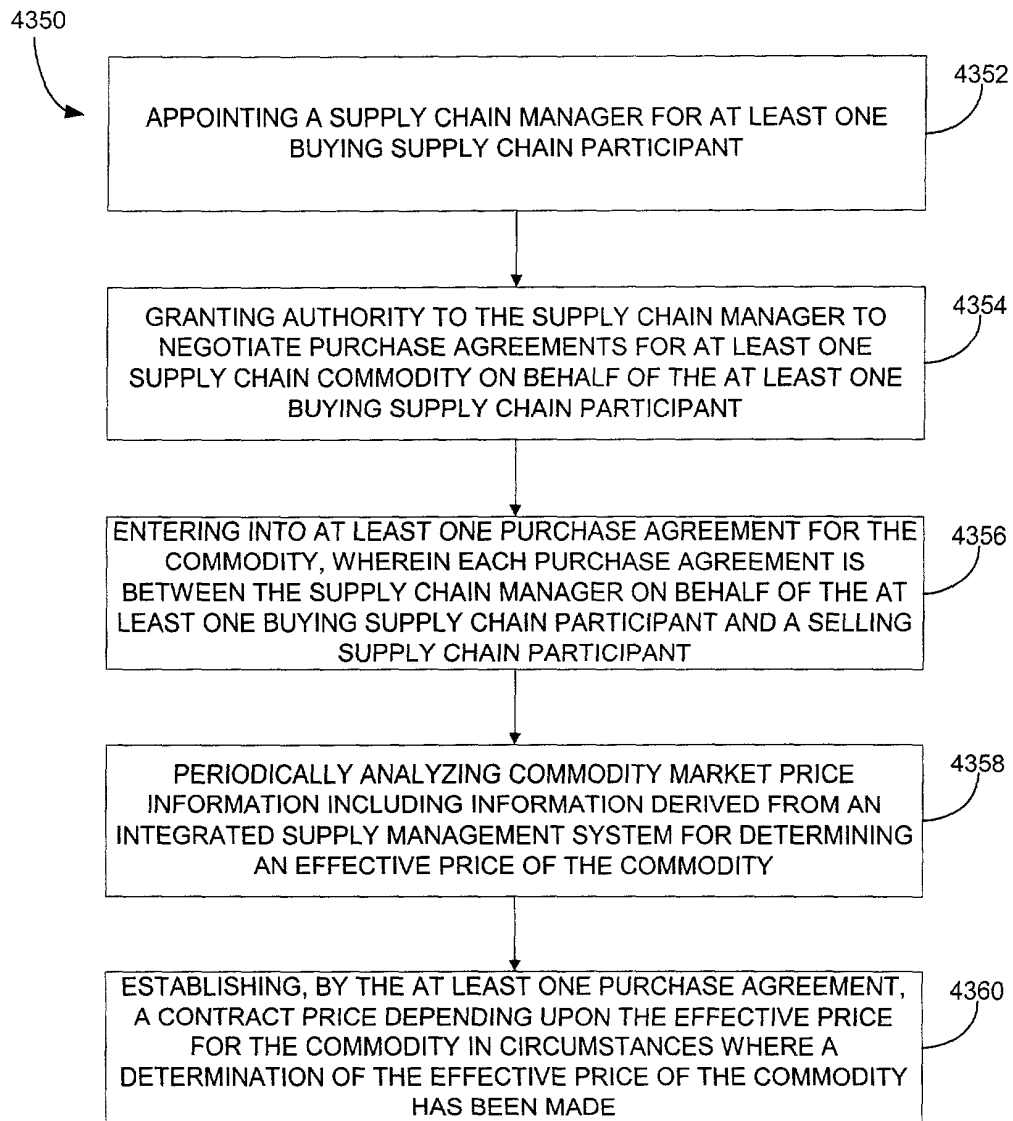


FIG. 43B

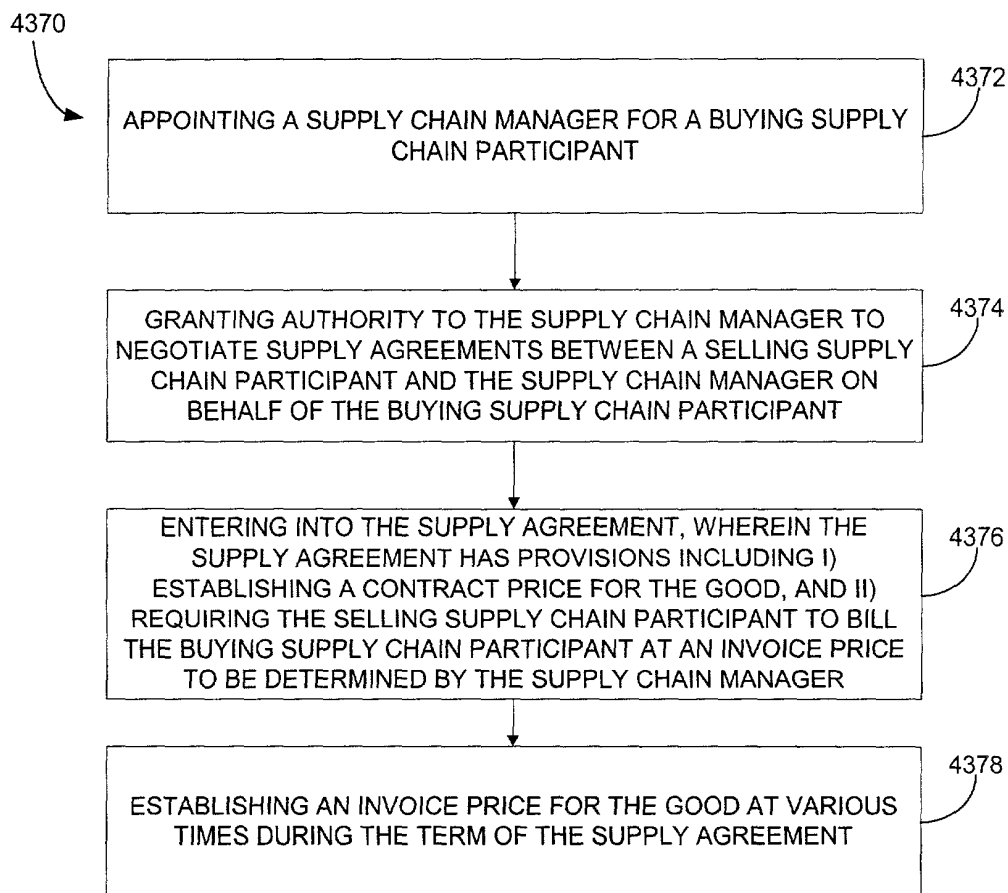


FIG. 43C

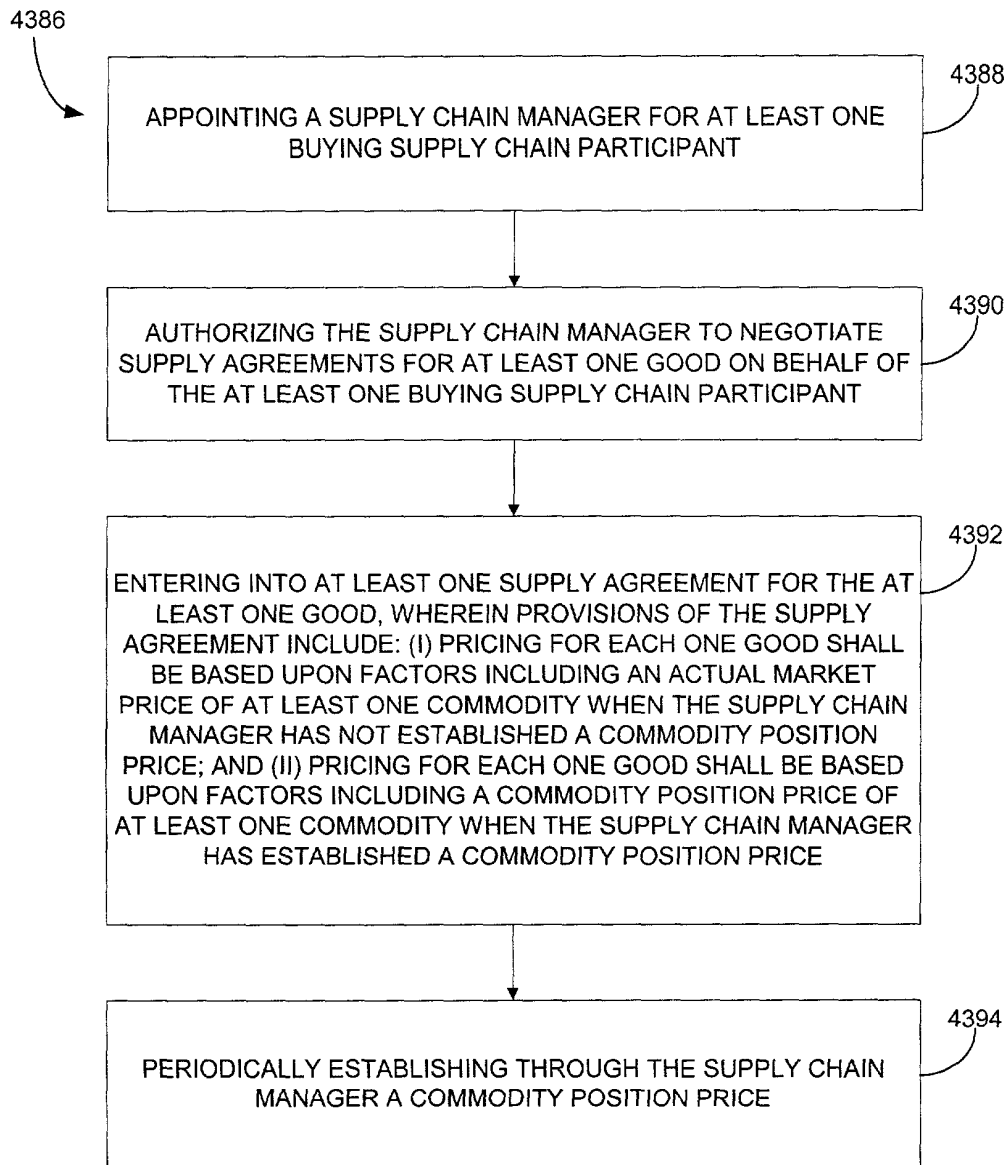


FIG. 43D

FIG. 44

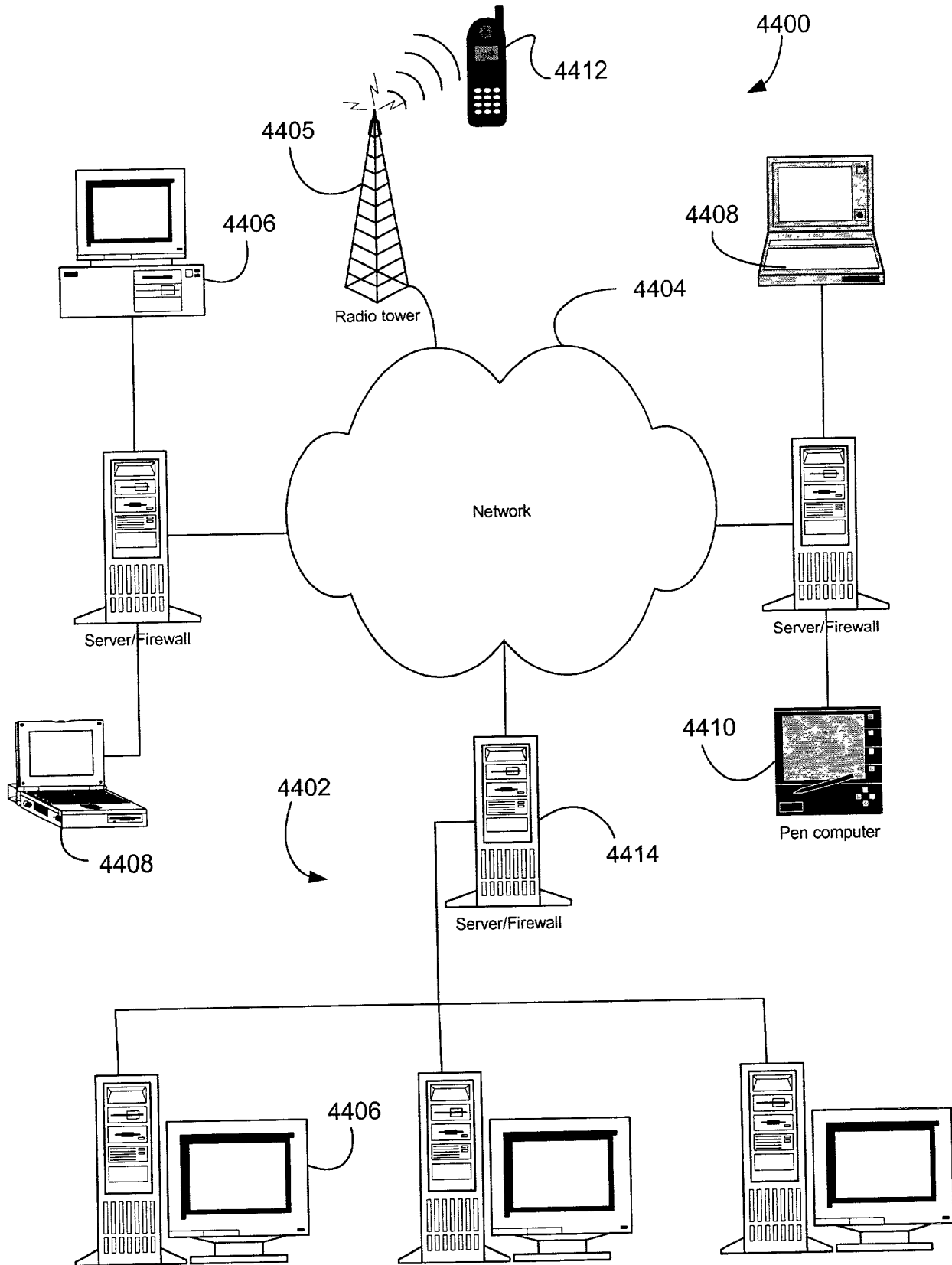


FIG. 44

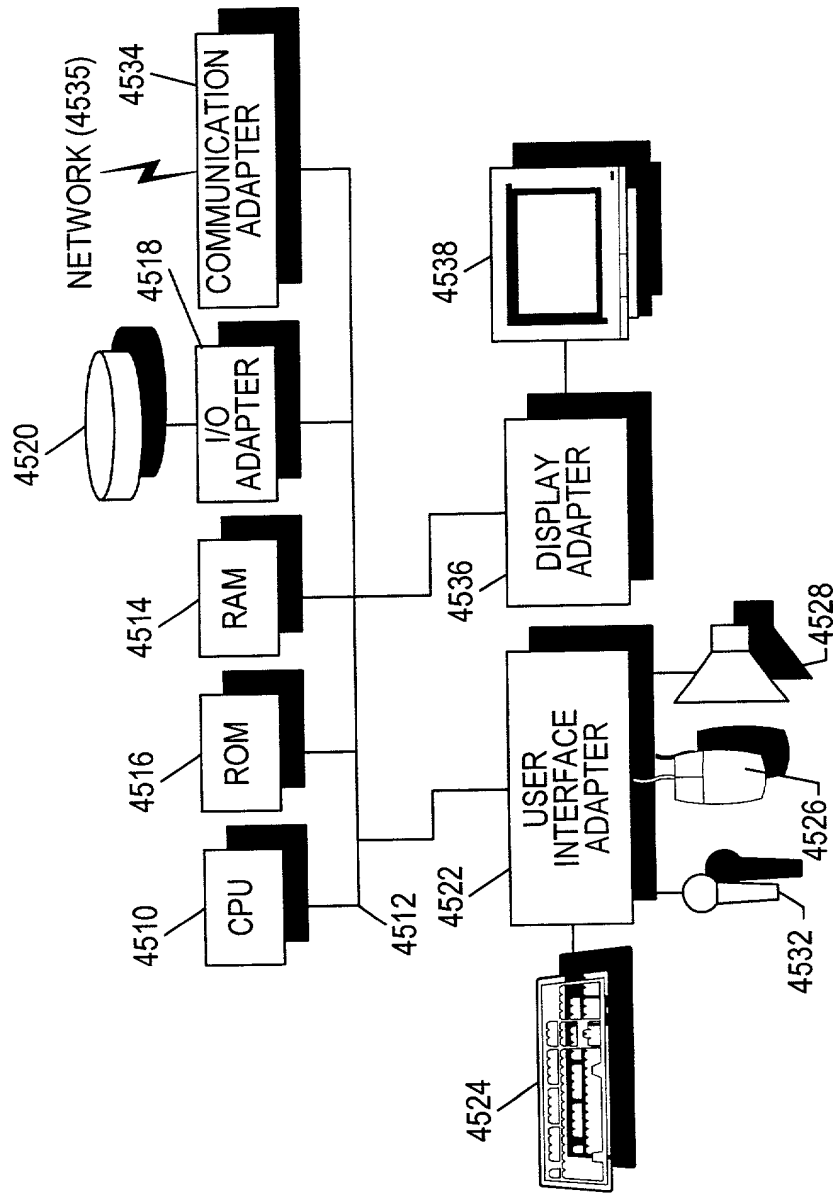


FIG. 45

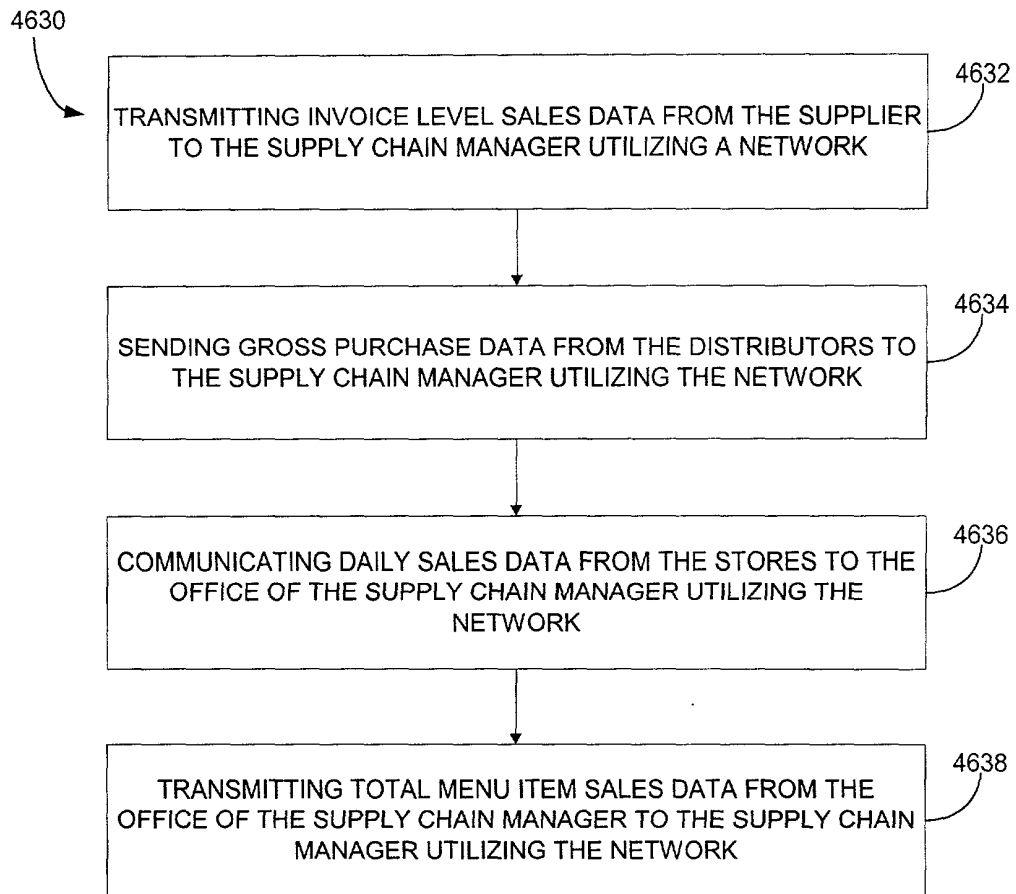


FIG. 46

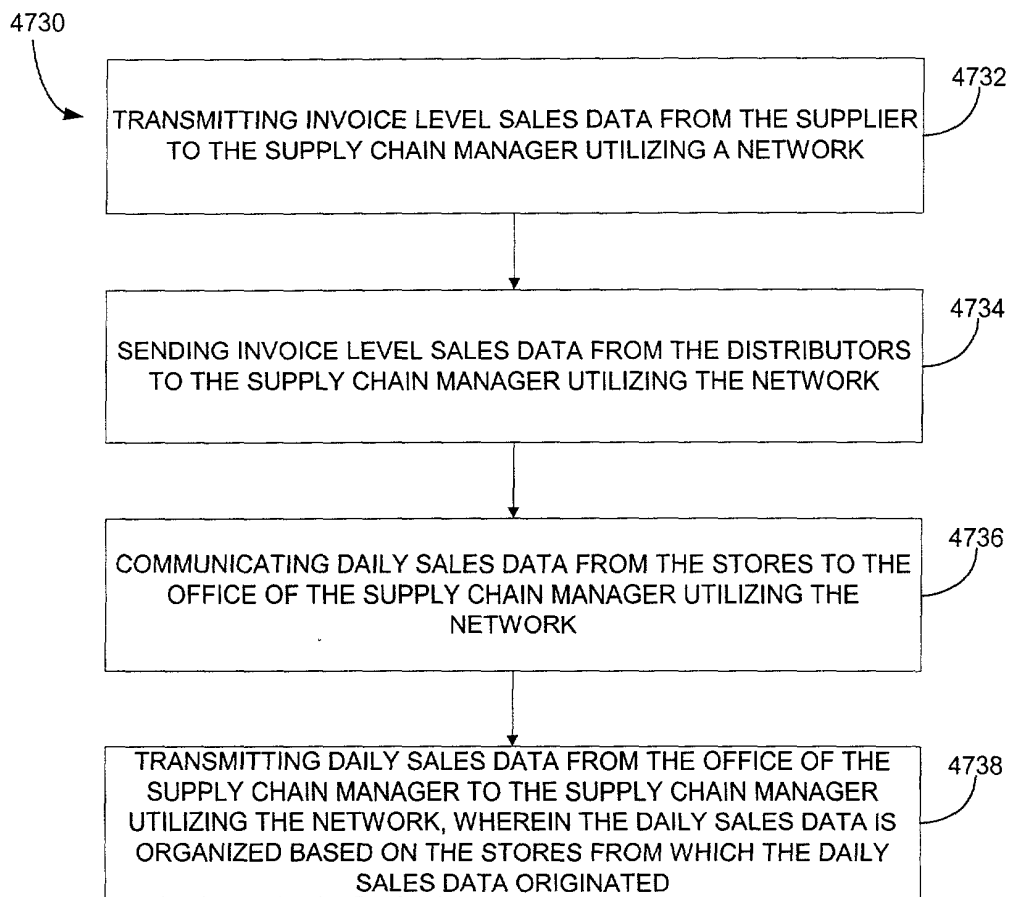


FIG. 47

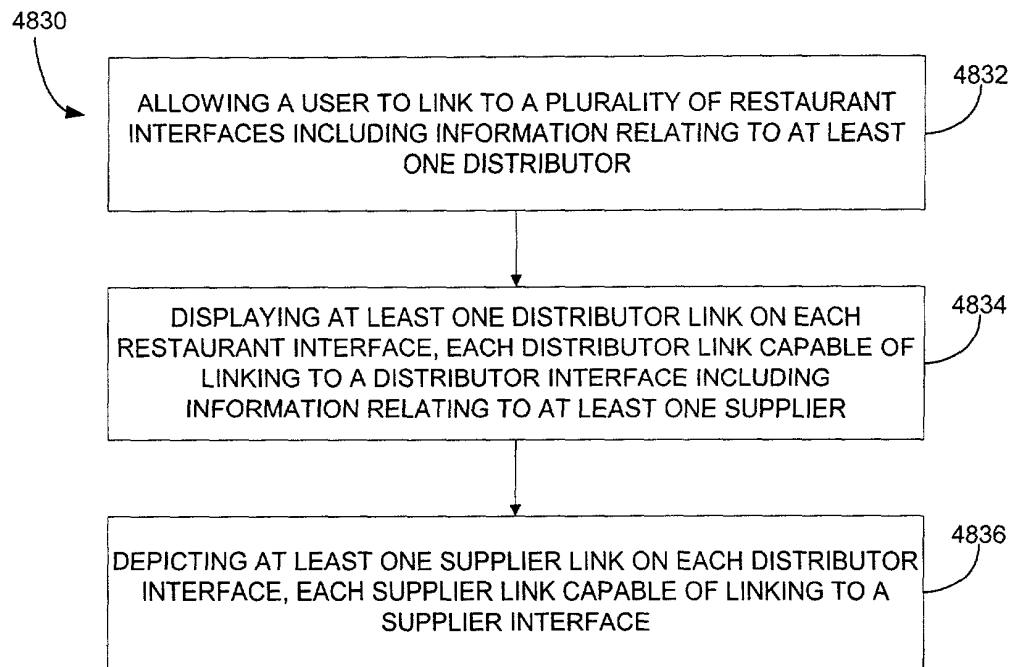


FIG. 48

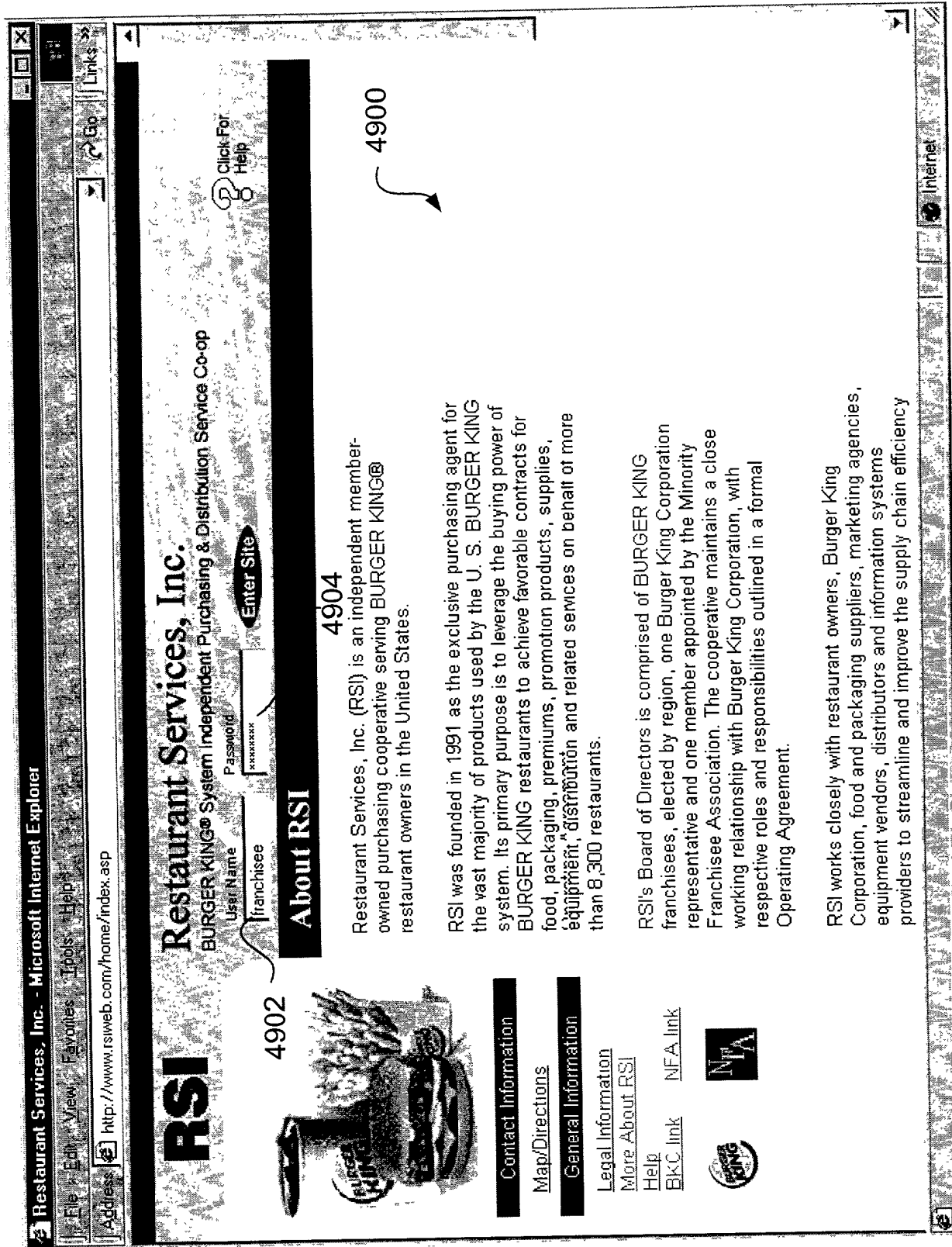


FIG. 49

RSI Main Menu - Microsoft Internet Explorer

File Edit View Favorites Tools Help

Address http://www.rsiweb.com/home/start.asp

Links

RSI

Member

LOGOUT

HOME

Franchisee

Reports

Personal Info

Legal Information

Help

Welcome Franchisee User! Tuesday, October 24, 2000

REMINDER

BK Cravers Menu items will continue to be offered after national advertising ends November 5

Franchisee

5006

• POS/BOH System

Contains electronic version of the RSI Technology Guide to the P.O.S. Systems.

• Redbook

• More

Personal Info

5010

• Change Password

• Edit Personal Info

Edit your personal information.

• More

Reports

5008

• Landed Cost

The Distributor's costs for products that are purchased under RSI contracts - the basis for the price paid by the restaurants for distribution services.

• More

Legal Information

5012

Terms and conditions of usage and Privacy Statement.

5002

5000

©2000 Restaurant Services, Inc. All Rights Reserved.

FIG. 50

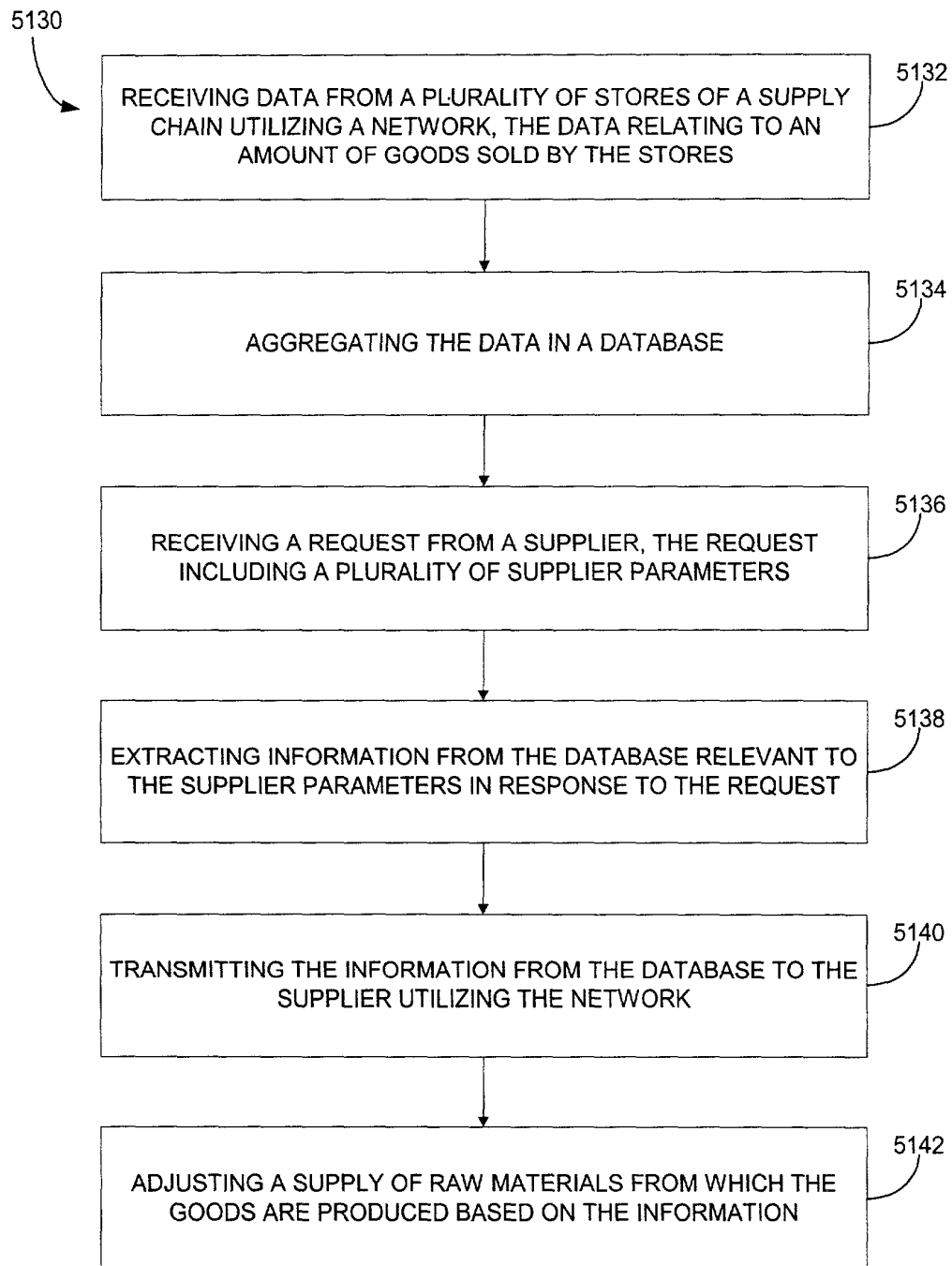


FIG. 51

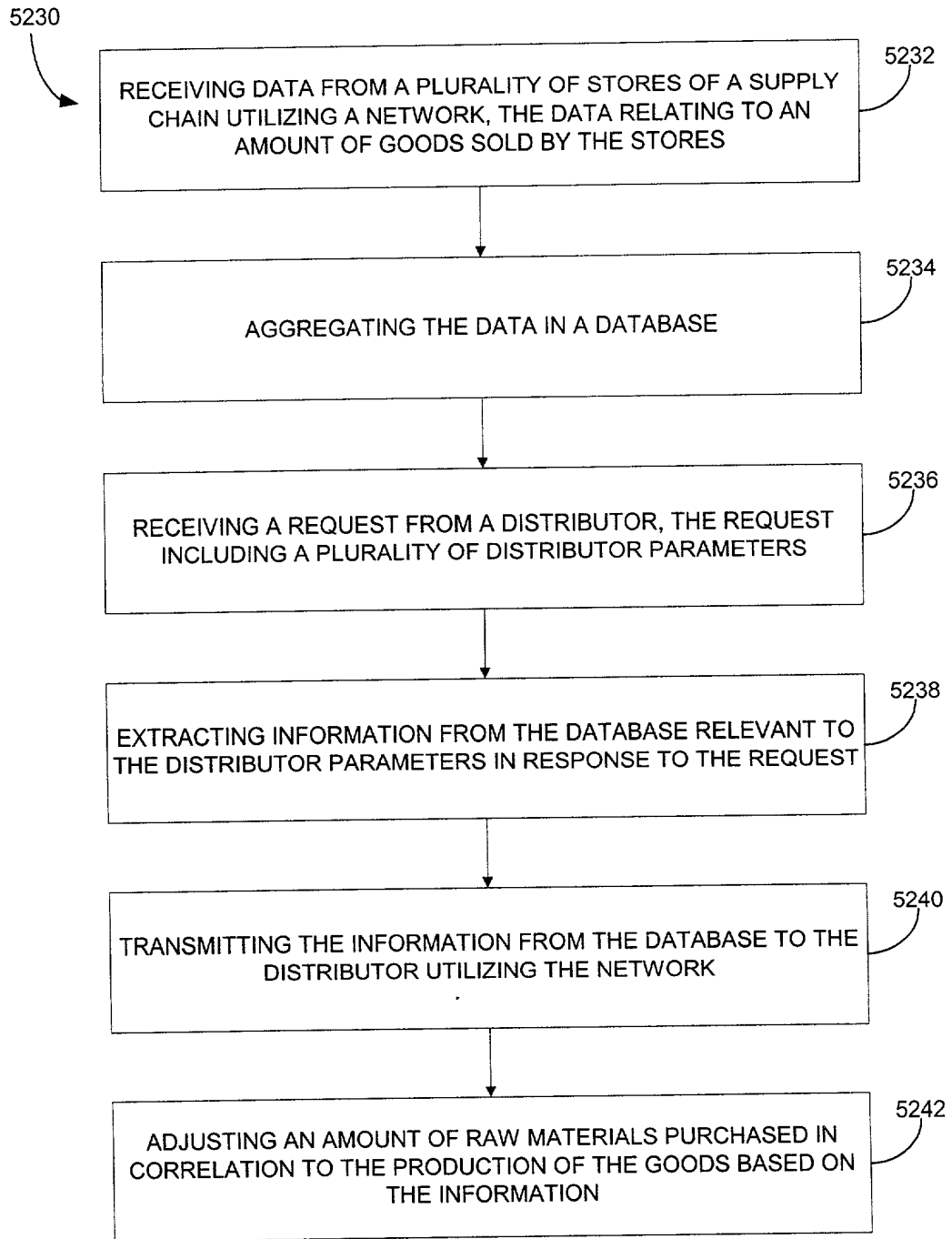


FIG. 52

POS Implied Daily Usage - Distributor - Microsoft Internet Explorer

File Edit View Favorites Tools Help
Address: http://www.rsiweb.com/dc/d_rptposdaily.asp



Distributor

LOGOUT
HOME

Reports

Personal Info

Legal Information

Help

Printer Friendly Version

POS Implied Daily Usage - Distributor
Tuesday, October 24, 2000

5300

Distribution Company: REINHART FOODSERVICE
Distribution Center: REINHART - CEDAR RAPIDS, IA

The information contained in this report is privileged and confidential. It is intended only for viewing and use by Distributor User. If you are not Distributor User, you are hereby notified that dissemination, distribution, or copying of this report is strictly prohibited.

			14 Day Rolling (Total Cases)																		Week Ending Total			
DC Item No	Item Description	% Chg 14 Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/25	9/18				
Number of Restaurants Served by DC			200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	200	197			
18986	SAUCE: BBQ BULK BULLSEYE	0.00%		13	21	23	18	16	16	16	14	21	21	15	13	13	109	96	80	72				
20788	MUSTARD: BULK BK	0.00%		12	19	20	16	14	14	13	14	19	19	16	15	14	110	104	104	100				
24340	MAYONNAISE: BULK BK	0.00%		134	197	211	173	156	154	153	150	200	206	175	155	151	1184	1146	1142	1109				
24966	STRAW: WRAPPED 7.75" BK	0.00%		21	33	34	27	25	24	24	24	34	33	27	24	24	189	179	186	178				
25318	FORK: WRAPPED BULK BK	0.00%		10	11	12	10	9	8	9	11	12	11	10	9	9	70	71	56	58				
25452	KNIFE: WRAPPED BULK BK	0.00%		3	3	3	3	2	2	2	3	3	3	3	2	2	18	15	8	9				
27682	KETCHUP: BULK BAG IN BOX	0.00%		86	134	142	116	104	102	101	100	136	139	116	108	102	796	771	776	743				
27680	KETCHUP: PACKETS 10g BK	0.00%		127	194	205	160	143	142	139	144	197	197	160	142	140	1112	1070	1078	1044				

Done

Internet

FIG. 53



Distributor

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REINHART - CEDAR RAPIDS, IA
Local Promotion Summary by DC
Tuesday, October 24, 2000

5400

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Local Promotion Option	ADI	Start Date	Projected Dly Usage	Duration (In Weeks)	Participating Rest Count	Non-Participating Restaurants
32 oz. Motor Cup						
Chicago, IL		5/1/00	85	99	8	
Davenport-Rt Moline, IA		6/1/00	85	32	17	
Des Moines-Ames, IA		7/1/00	85	17	28	
Omaha, NE		7/1/00	85	17	50	
Peoria, IL		6/1/00	85	99	17	
St. Louis, MO		6/26/00	85	99	10	
Springfield-Decatur-Chmpg, IL		6/1/00	85	99	1	
32 oz. Motor Cup Total					131	
Big King						
Cedar Rapids-Waterloo-Dubuq, IA		4/15/00		99	19	
Davenport-Rt Moline, IA		4/15/00		99	17	
Ottumwa-Kirksville, IA		4/15/00		99	3	
Big King Total					39	
Pancake Minis						
Chicago, IL		5/15/00	20	99	8	
Peoria, IL		5/1/00	20	99	17	
St. Louis, MO		4/15/00	20	99	10	
Pancake Minis Total					35	

FIG. 54



Supplier

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POS Implied Daily Usage - Supplier

5500

Supplier:

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POS Implied Daily Usage - Supplier Tuesday, October 24, 2000

Supplier: TYSON FOODS

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				14 Day Rolling (Total Cases)														Week Ending Total				
FOB Point	DC	RSI Item No	Item Description	% Chg 14 Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/25	9/18
TOTAL																						
Total of DC Locations																						
6	CHICKEN-PATTY	0.00%		90	137	144	141	100	98	95	100	134	137	125	100	100	790	774	786	781		
			35	51	60	48	45	43	40	53	60	48	45	41	330	327	354	344				
7	CHICKEN-BK BROILER	0.00%		222	336	337	265	240	229	225	246	346	315	255	228	223	1,815	1,608	1,418	1,203		
8	CHICKEN-TENDERS	0.00%																				
	CHICKEN																					

FIG. 55



Member

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Landed Cost Report

5600

Restaurant Number: 0003473 Date: 10/22/00 Retrieve

Printer Friendly Version Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000
Restaurant Number: 0003473
Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris
Contact Number: 305-529-3409

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DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE-THERMAL 2 26" X 165	\$21.27	\$1.57	\$22.84
12860	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$6.87	\$1.57	\$7.44
18988	369	SAUCE-BULK KRAFTBULLSEYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD-BULK 36AL	\$6.45	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	66	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	4270	WATERICE MOUNTAIN 5L	\$6.41	\$1.57	\$7.98

FIG. 56

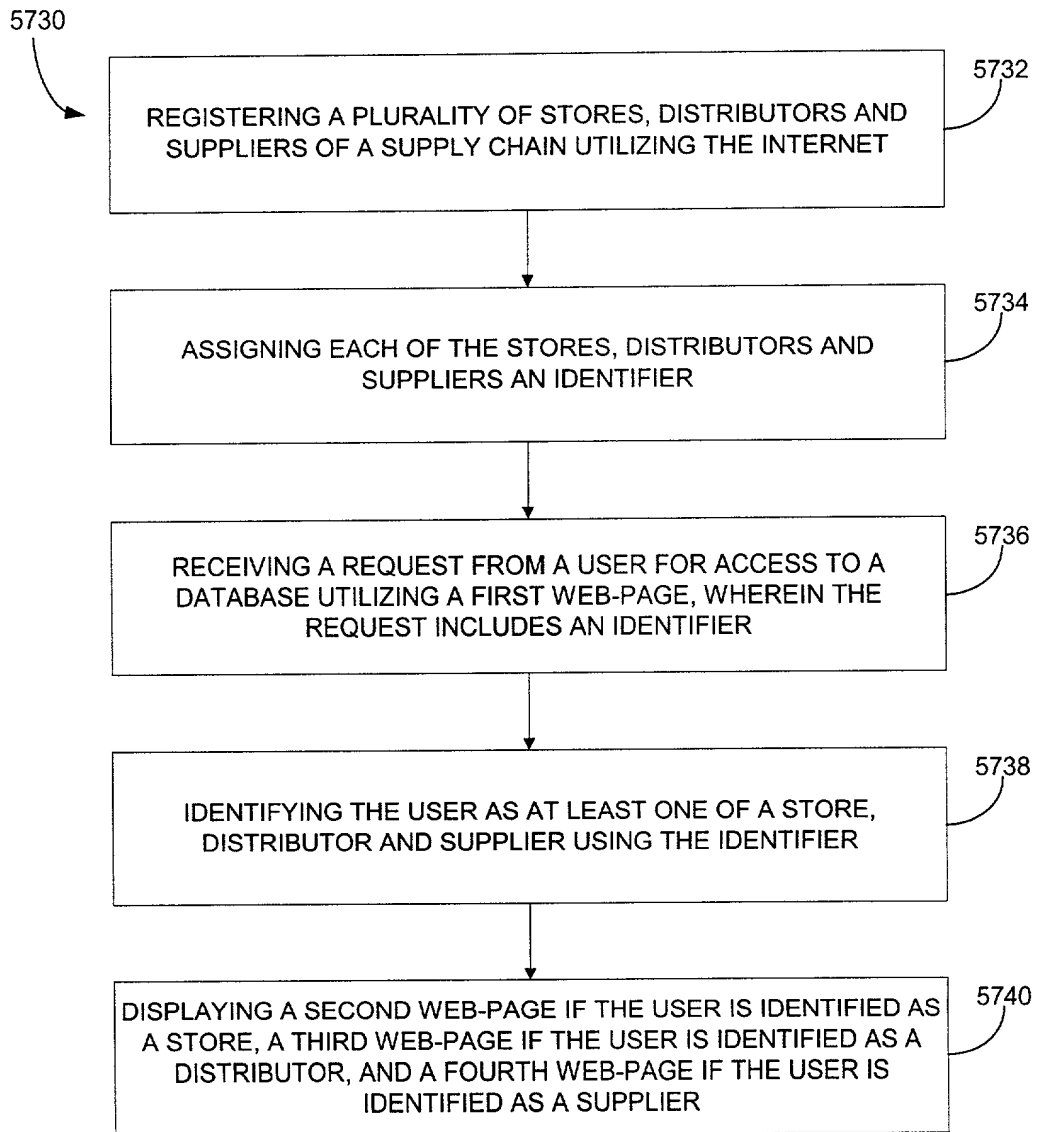


FIG. 57

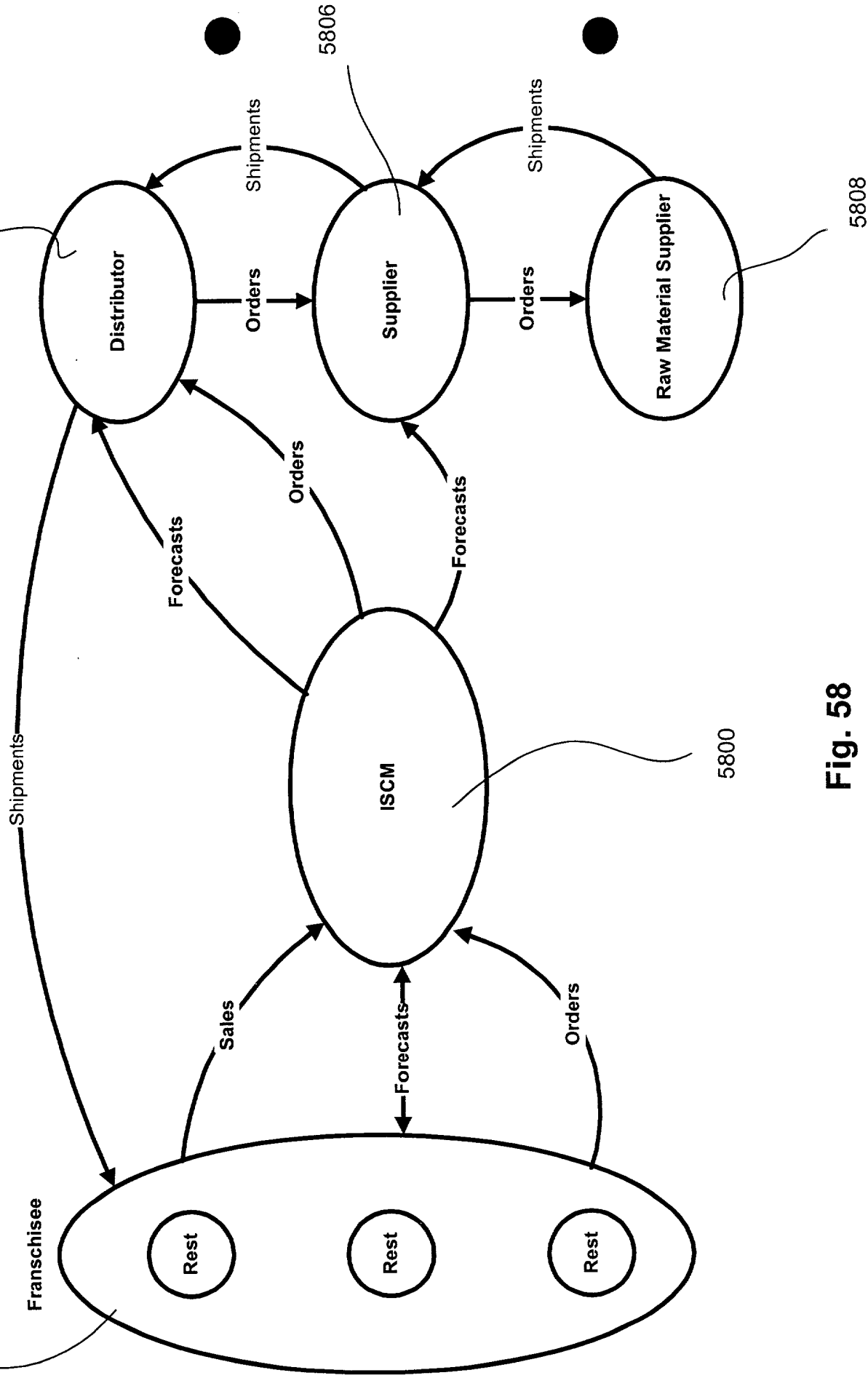


Fig. 58

FIG. 59

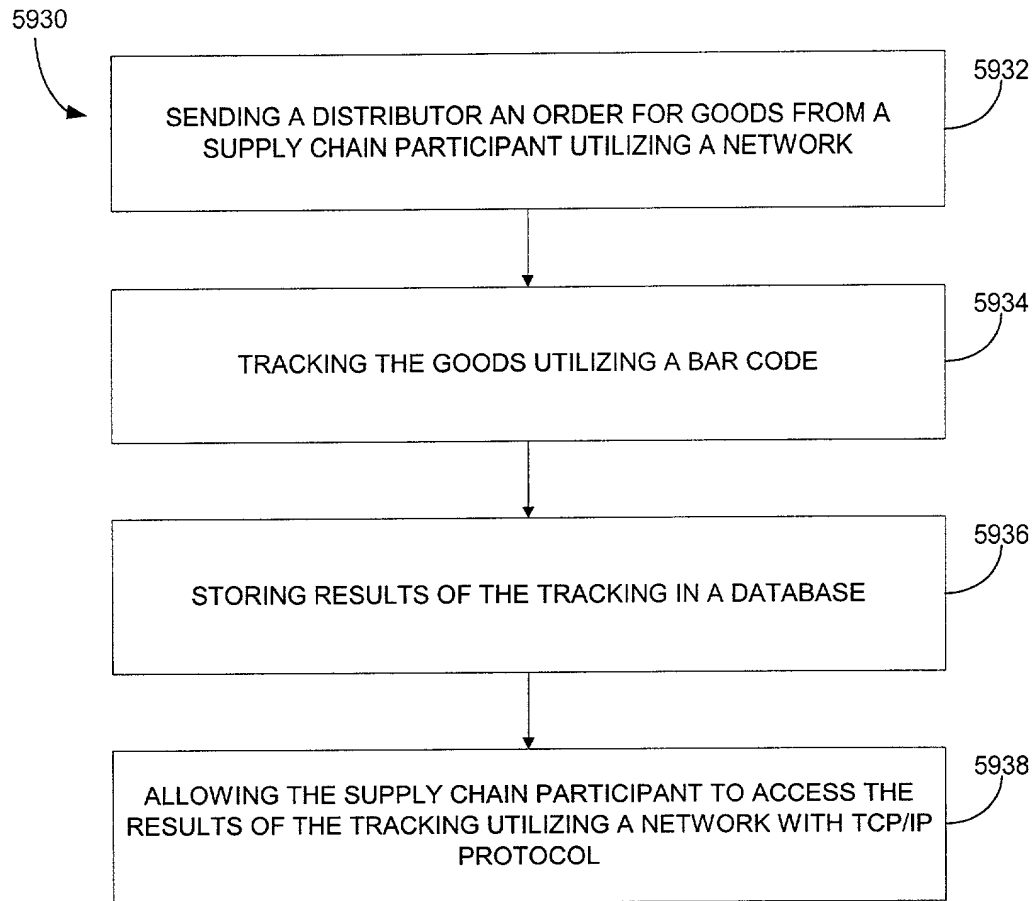


FIG. 59

6002

6004

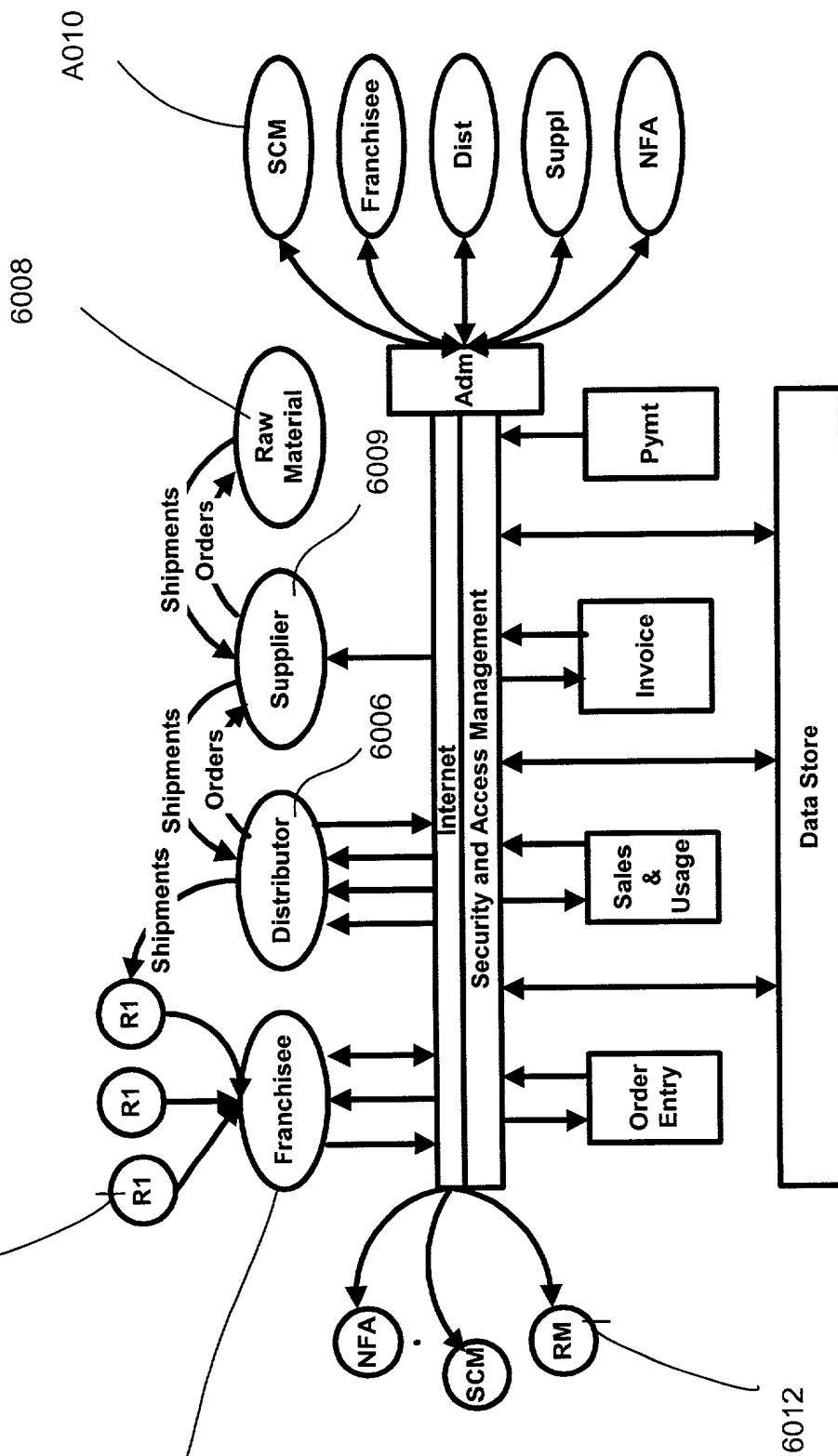


Fig. 60

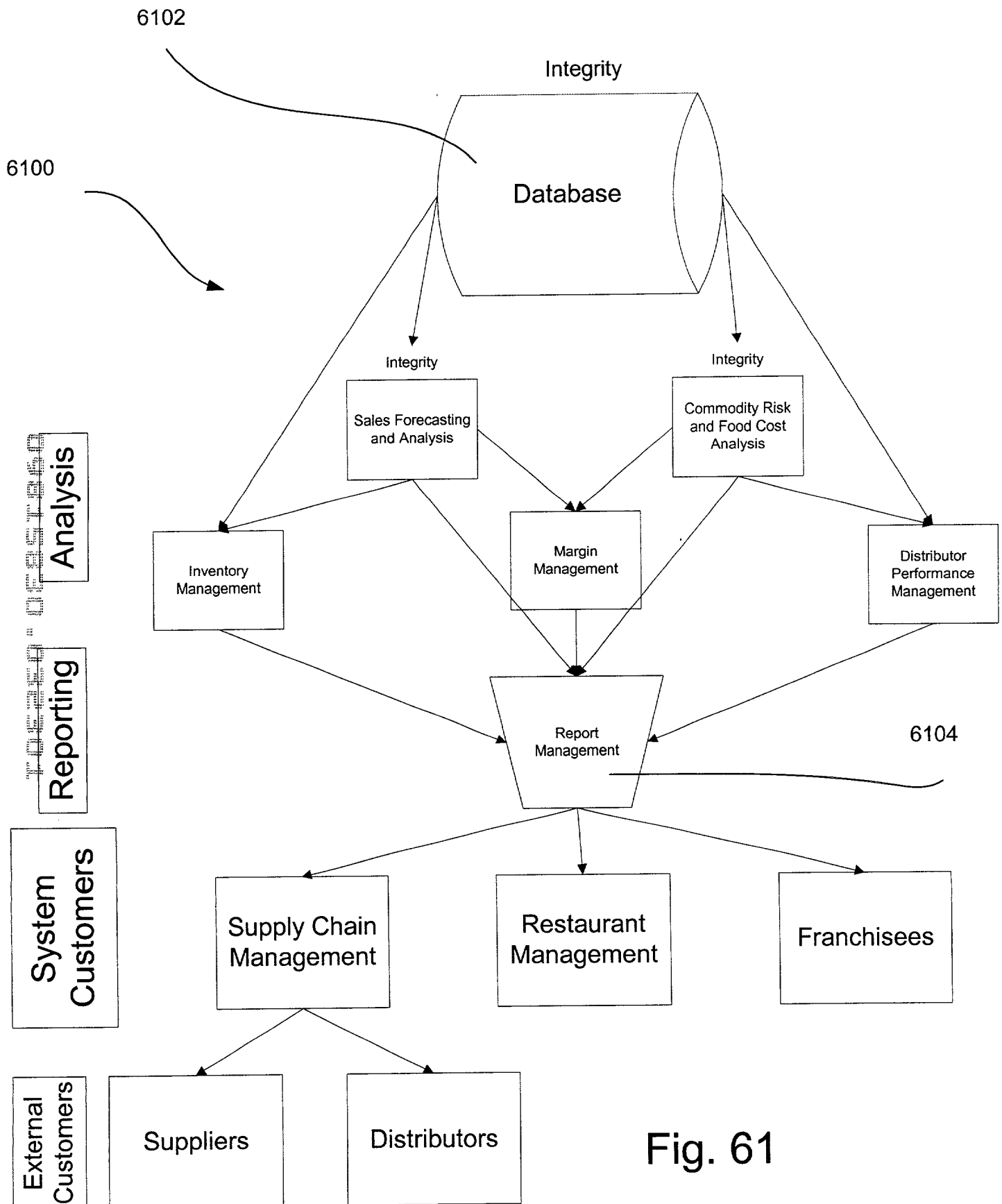


Fig. 61

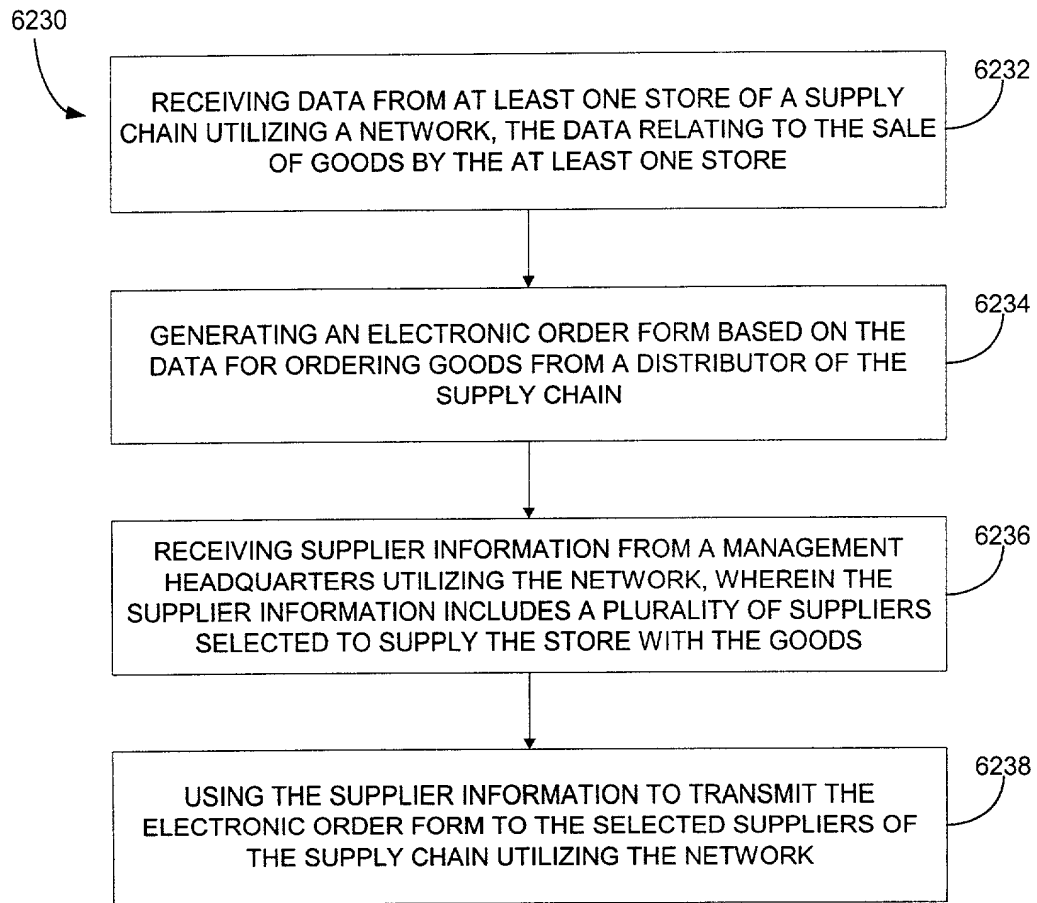


FIG. 62

6300

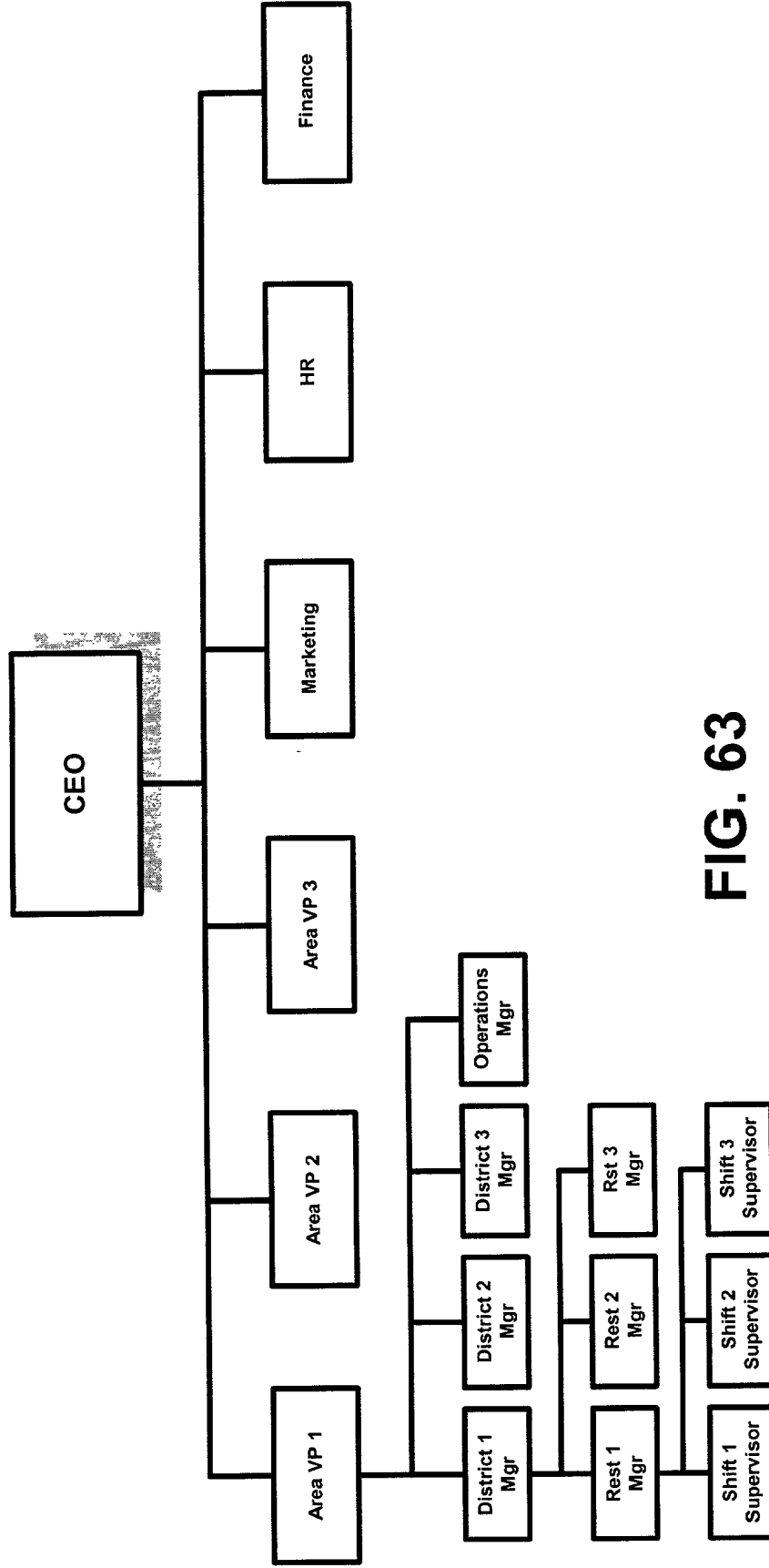


FIG. 63

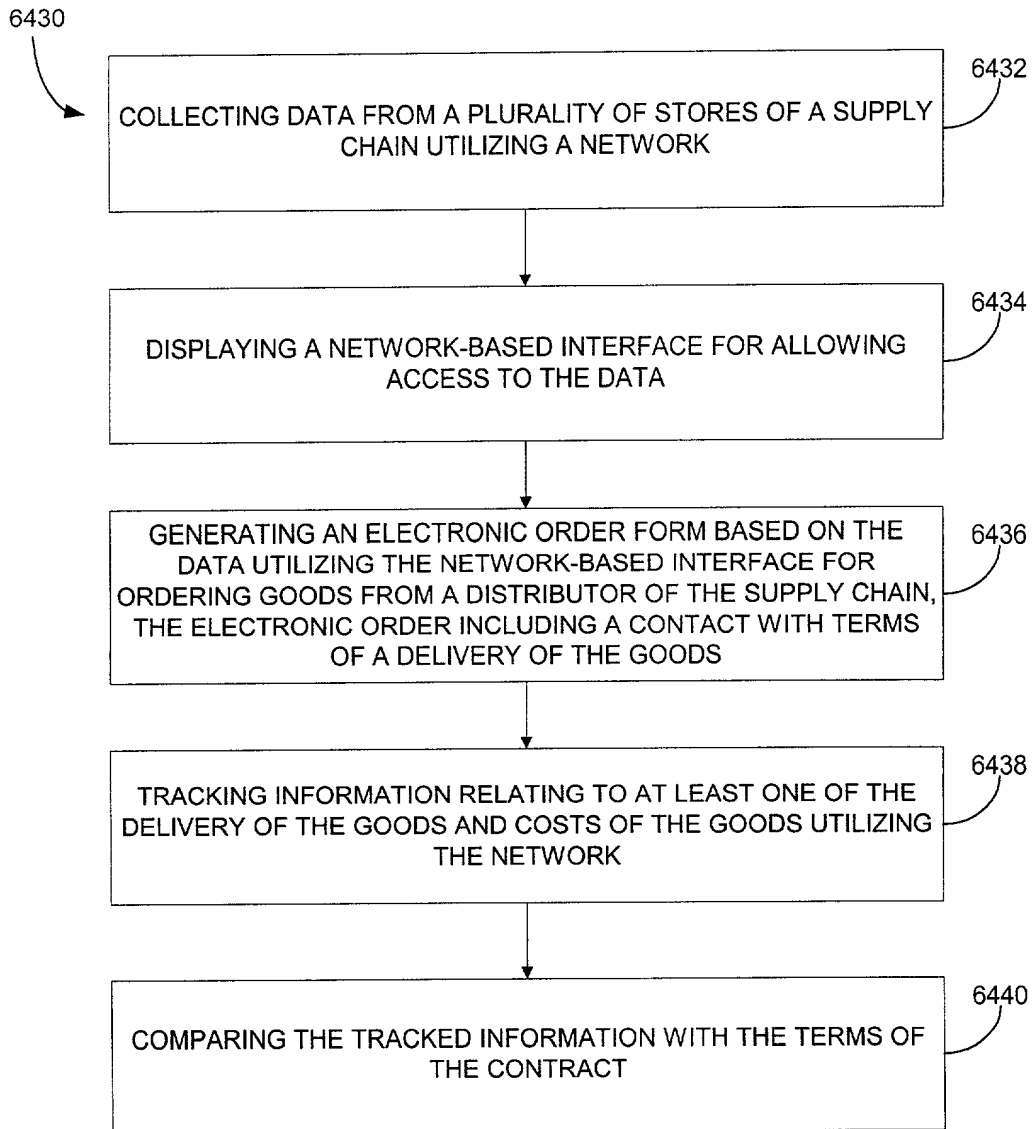


FIG. 64

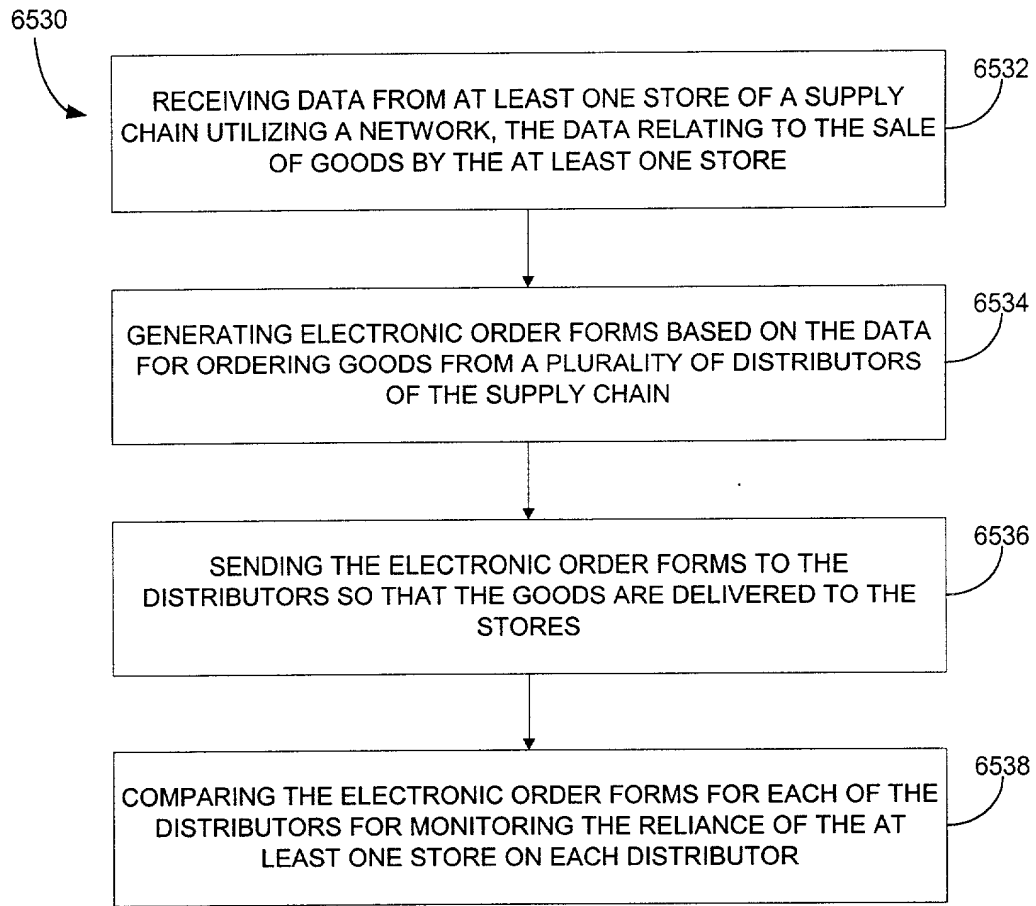


FIG. 65

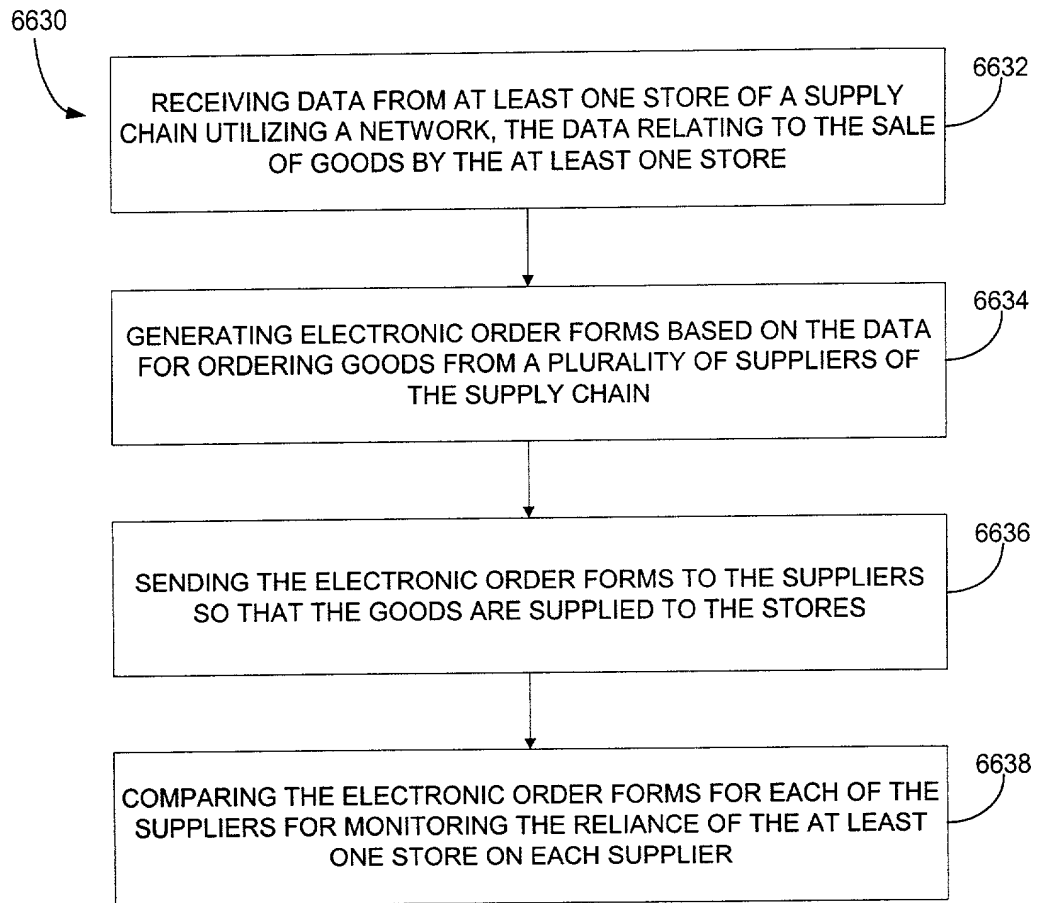


FIG. 66

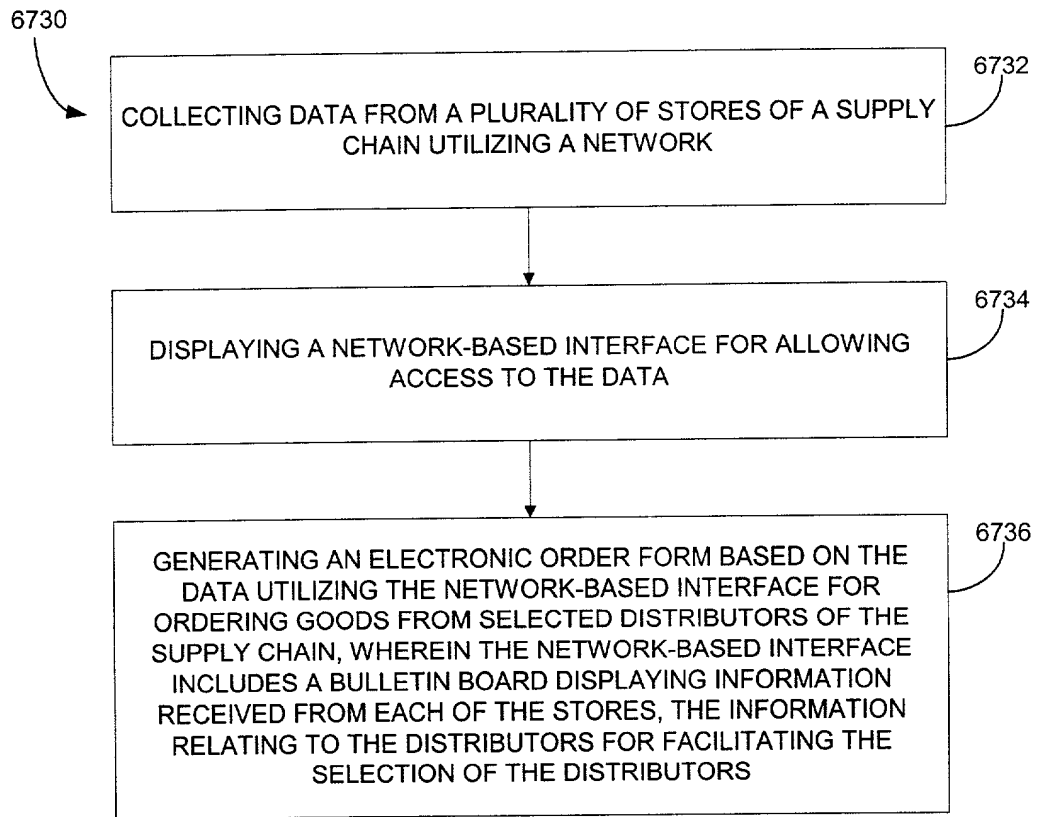


FIG. 67

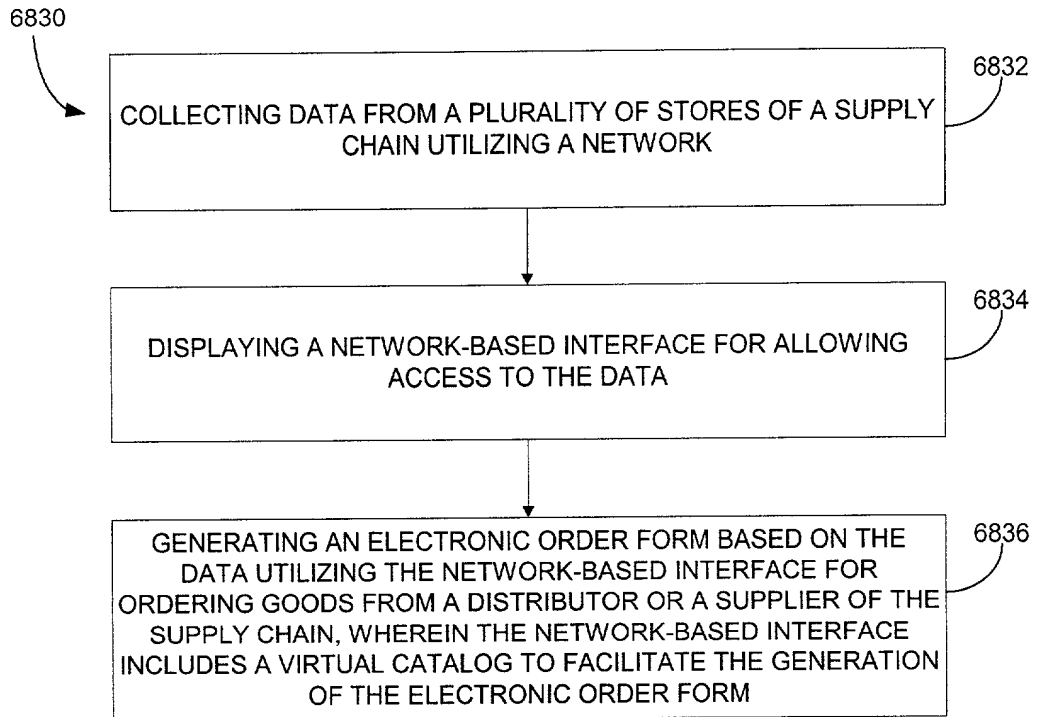


FIG. 68

6900

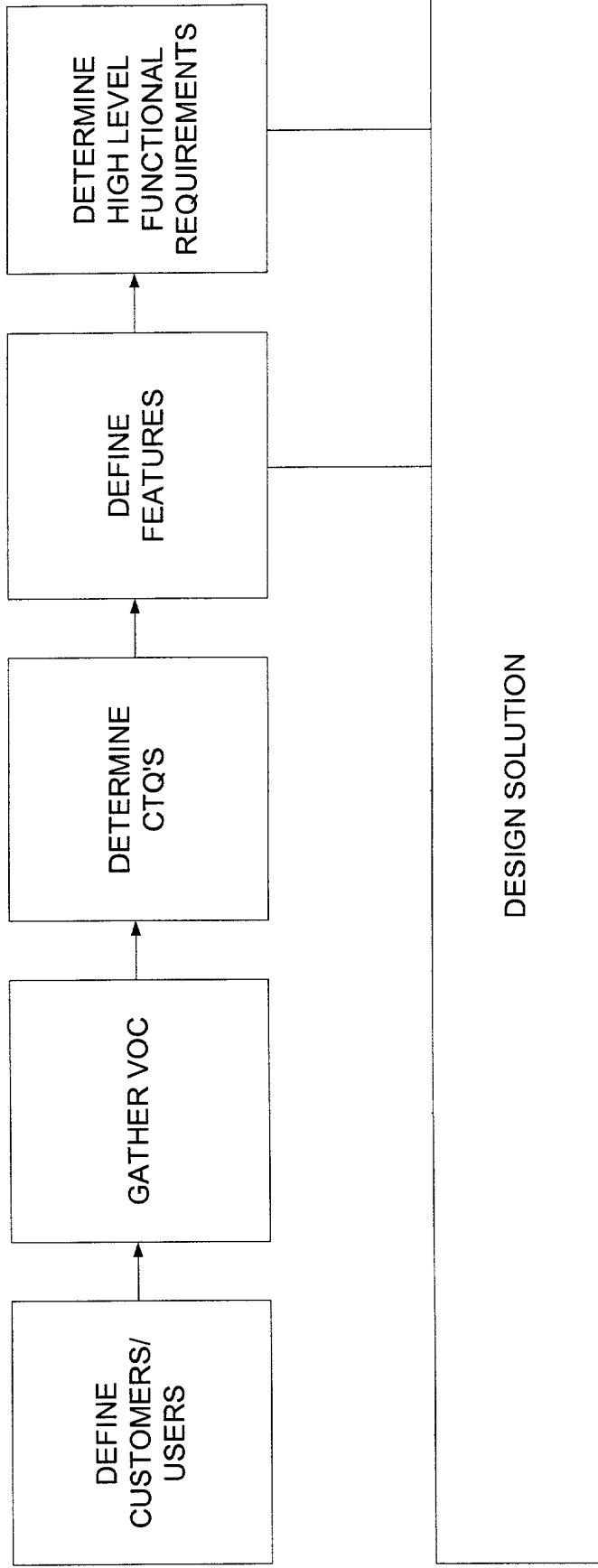


FIG. 69

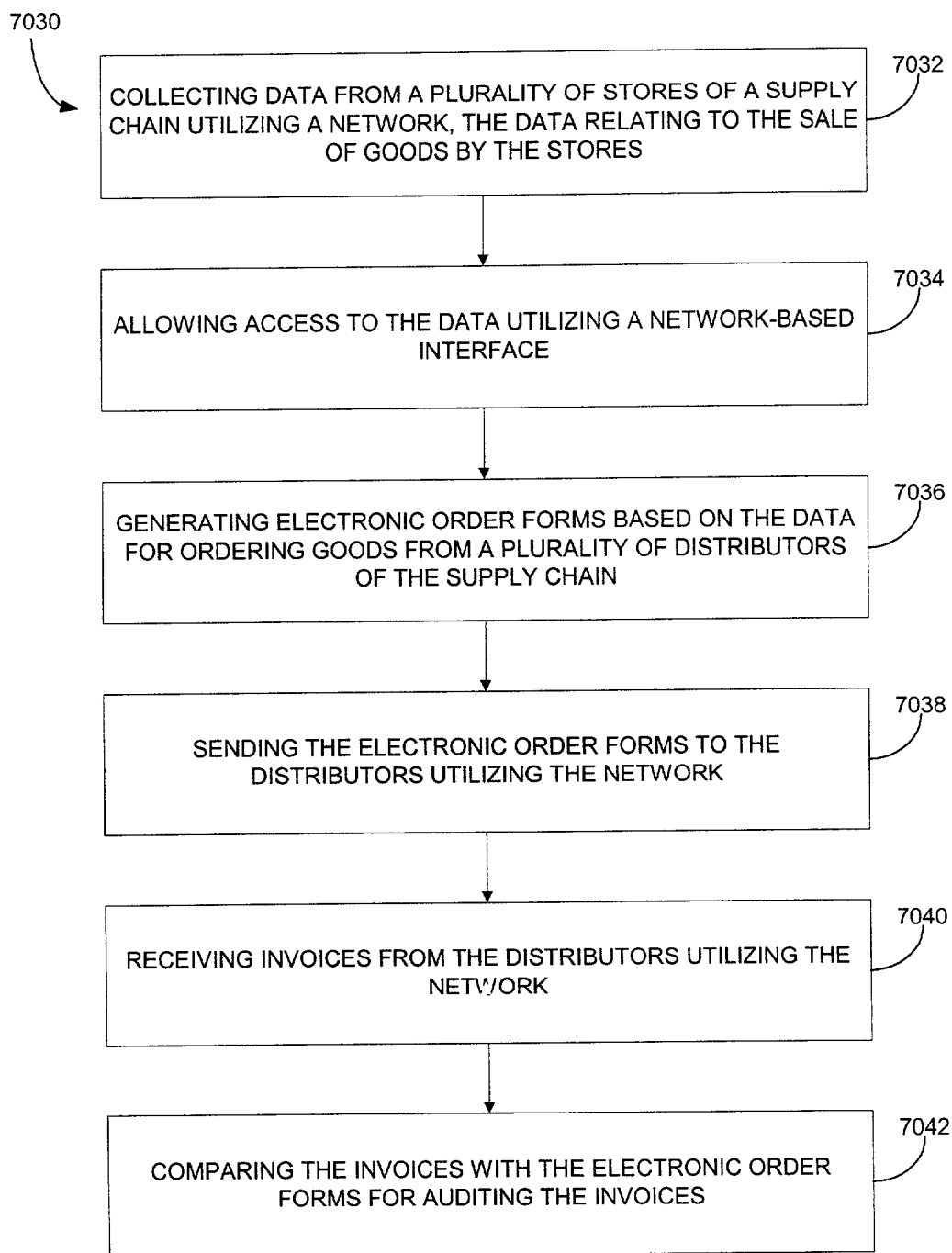


FIG. 70

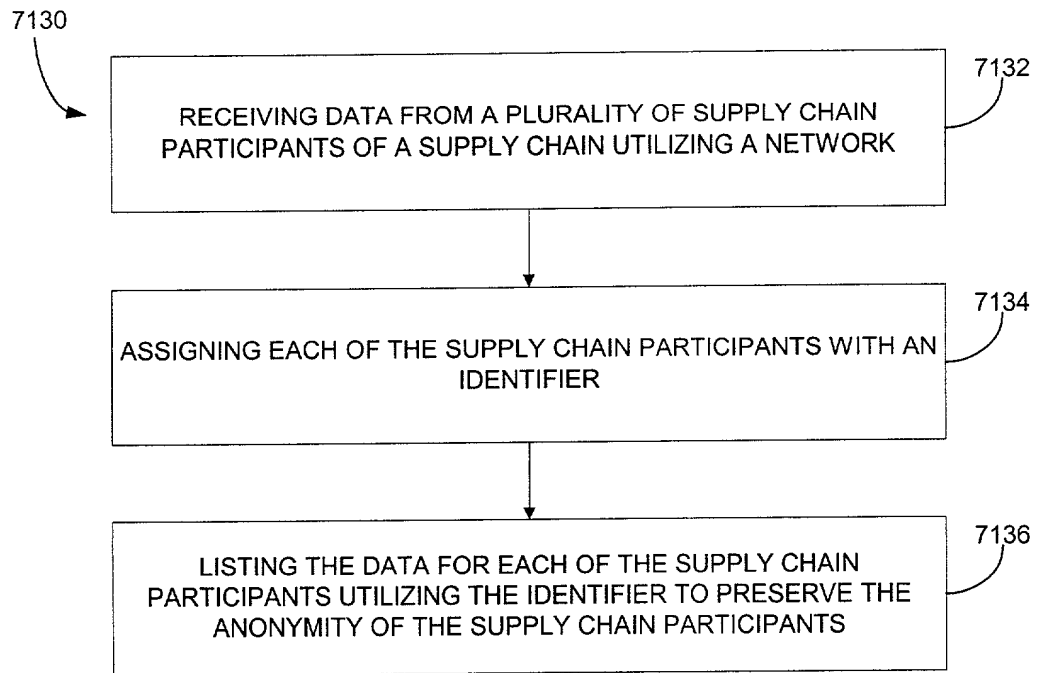


FIG. 71

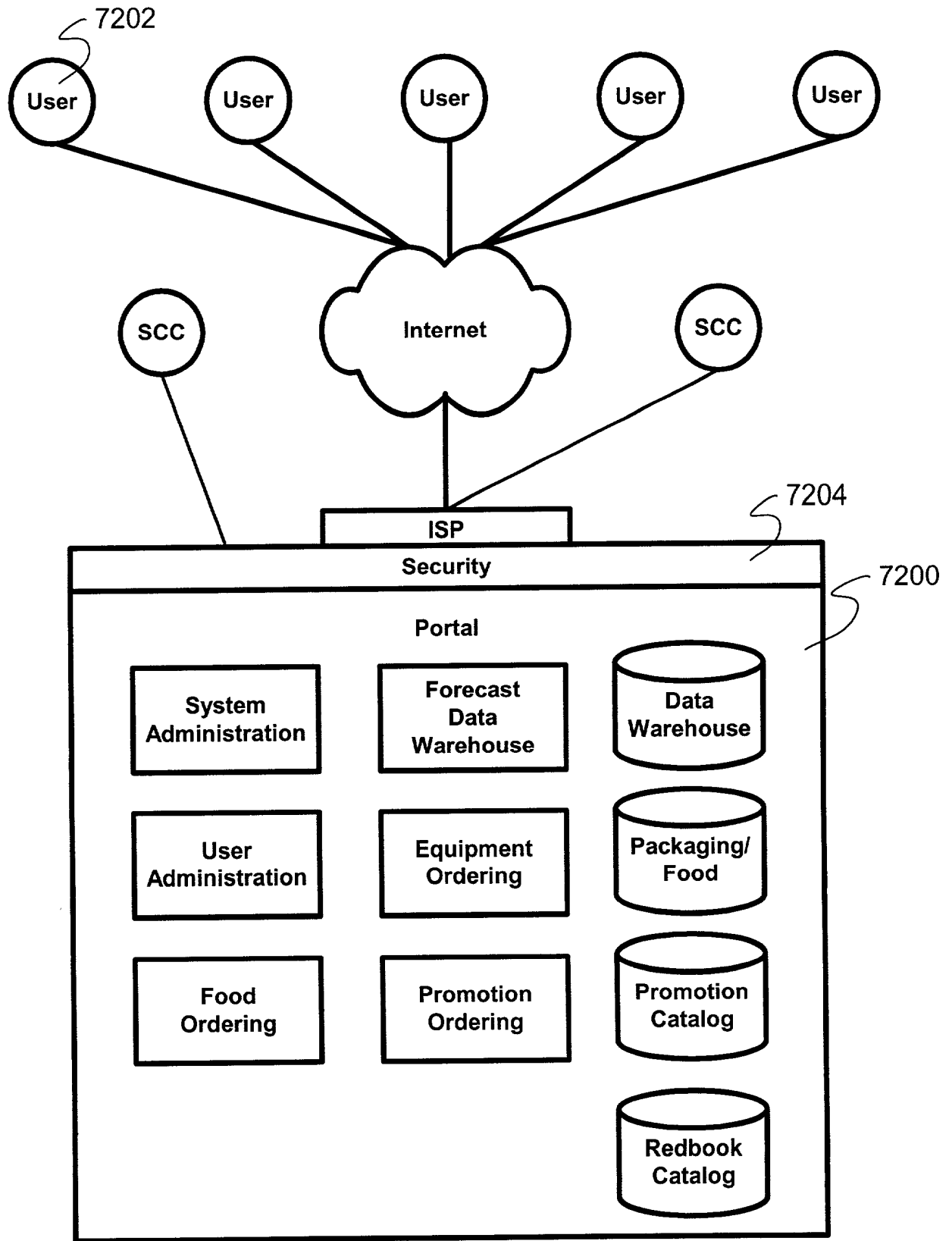


FIG. 72

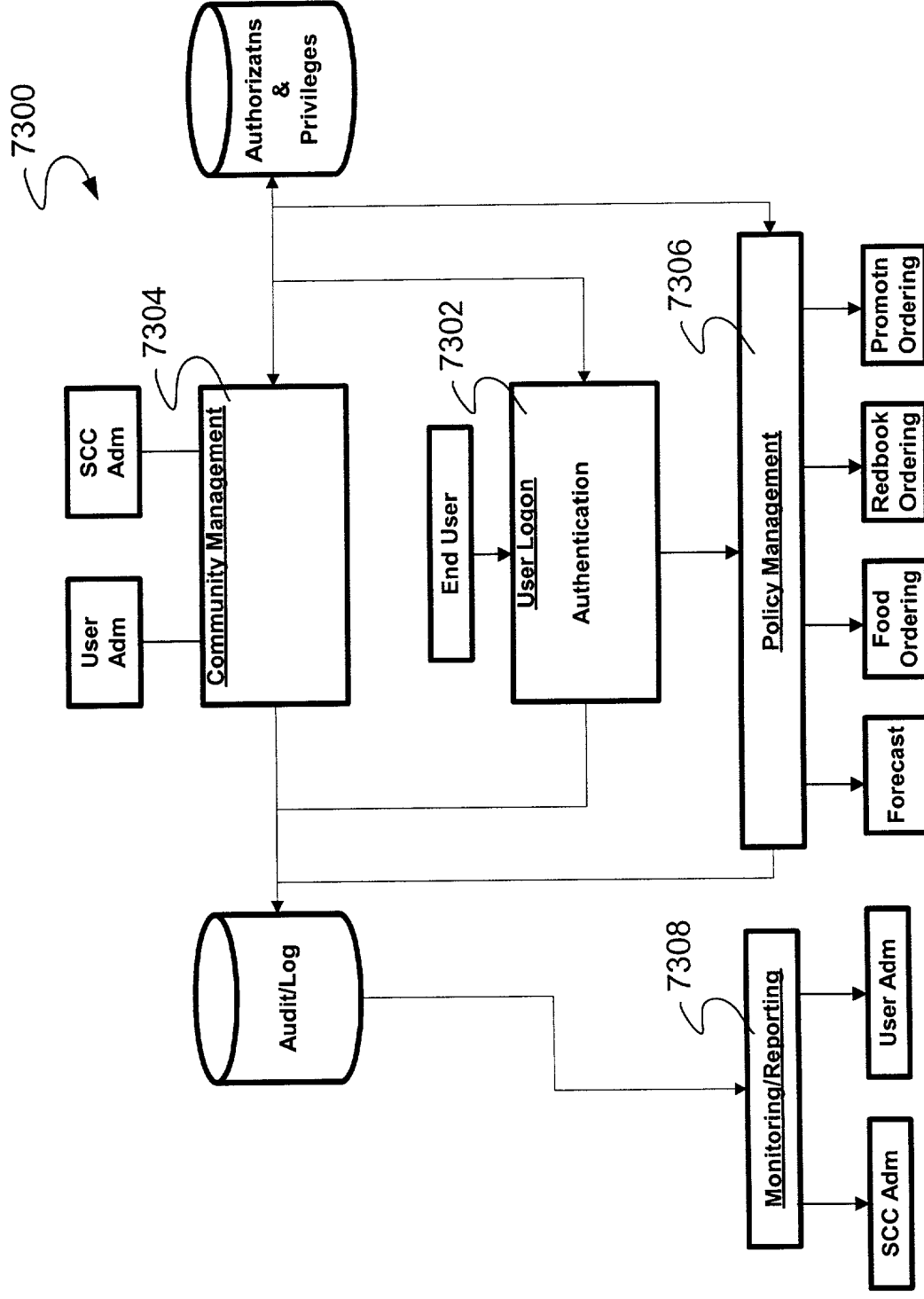


FIG. 73

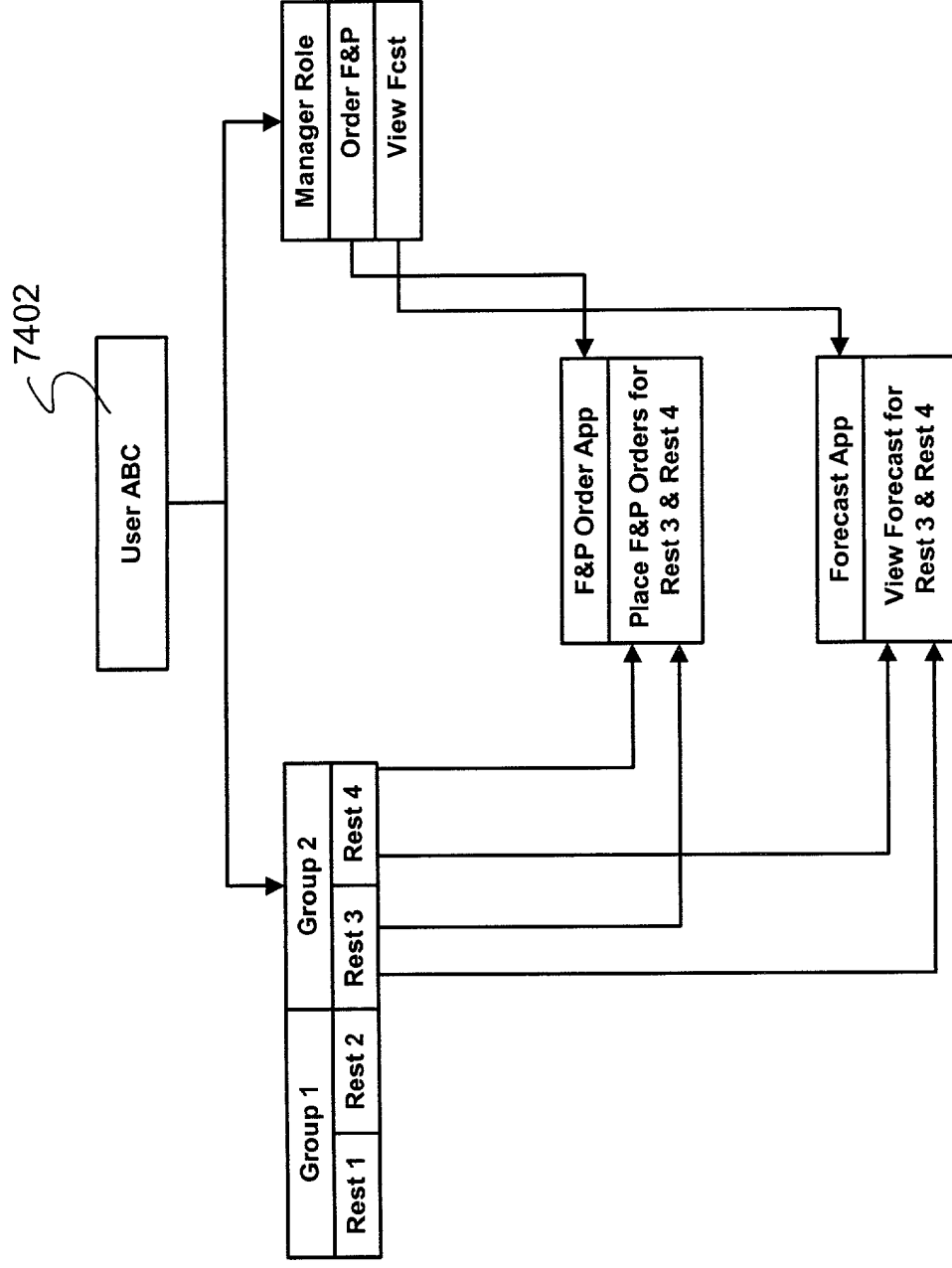


FIG. 74

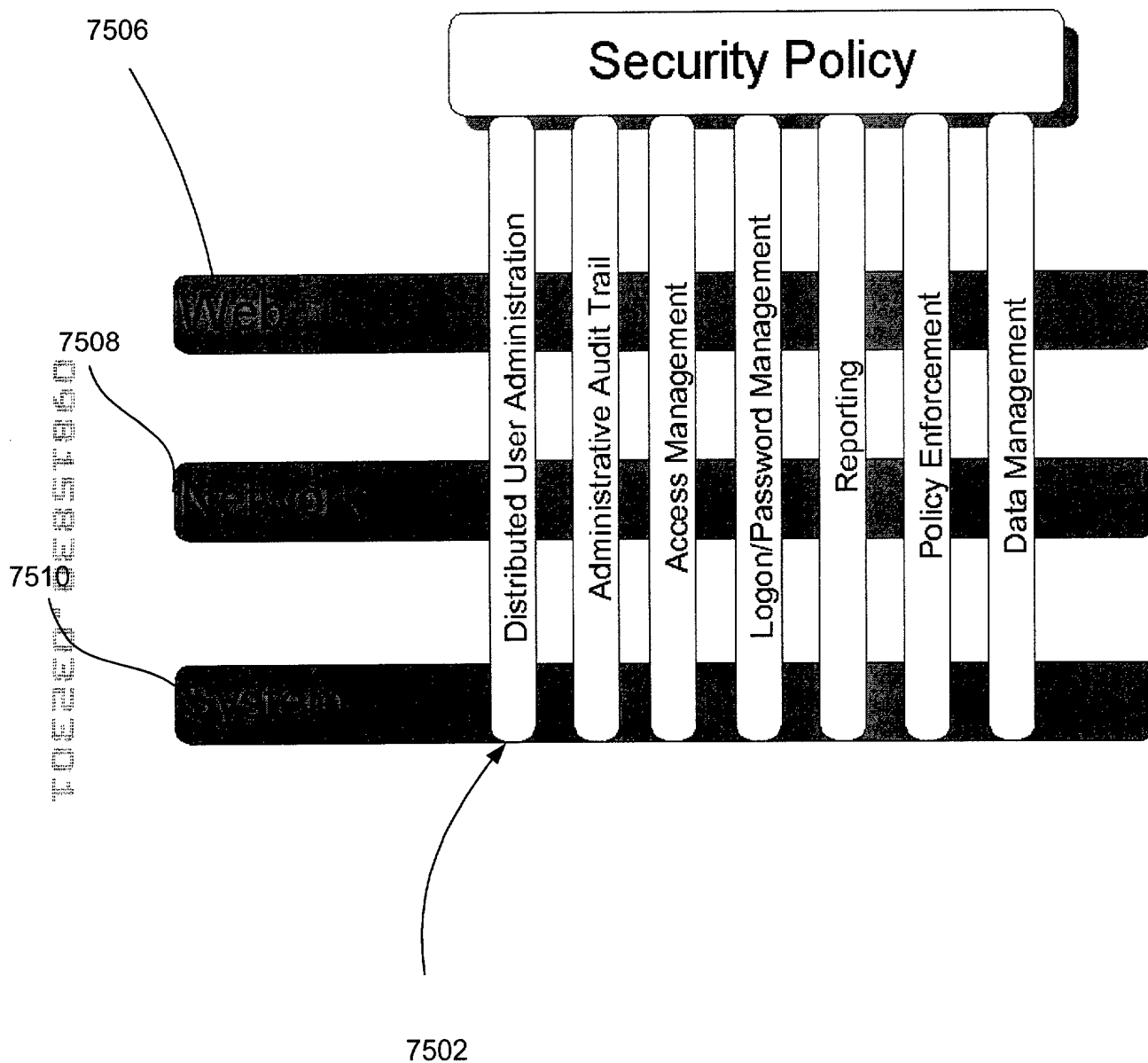


Fig. 75

7600 7602 7604 7606 7608 7610 7612 7614 7616 7618 7620 7622 7624 7626 7628 7630 7632 7634 7636 7638 7640 7642 7644 7646 7648 7650 7652 7654 7656 7658 7660 7662 7664 7666 7668 7670 7672 7674 7676 7678 7680 7682 7684 7686 7688 7690 7692 7694 7696 7698 7700

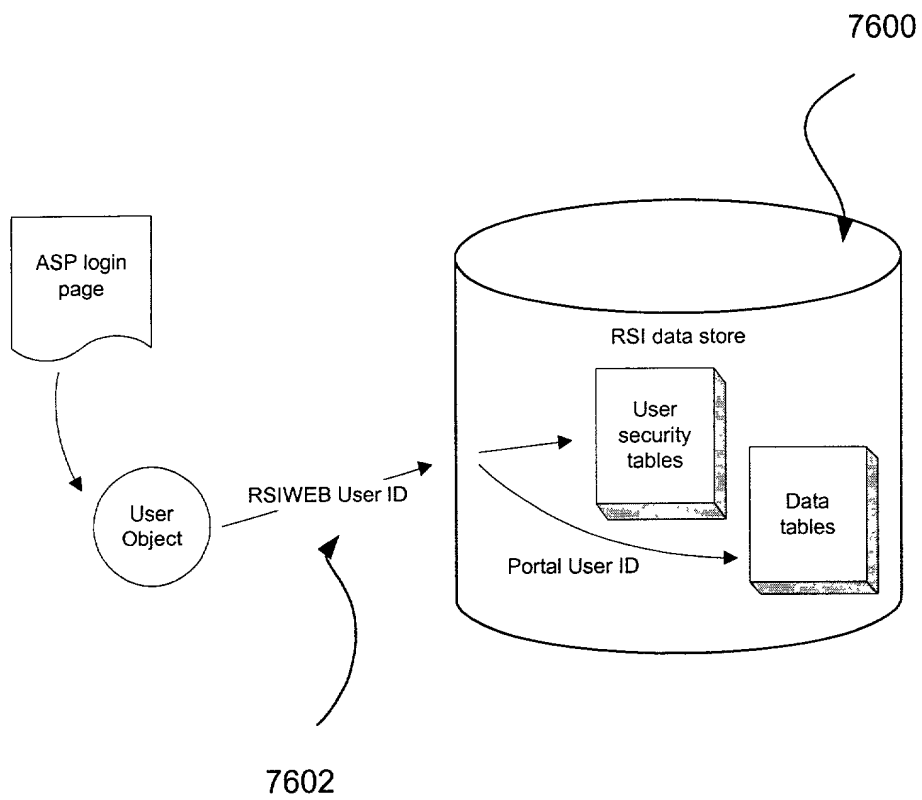


Fig. 76

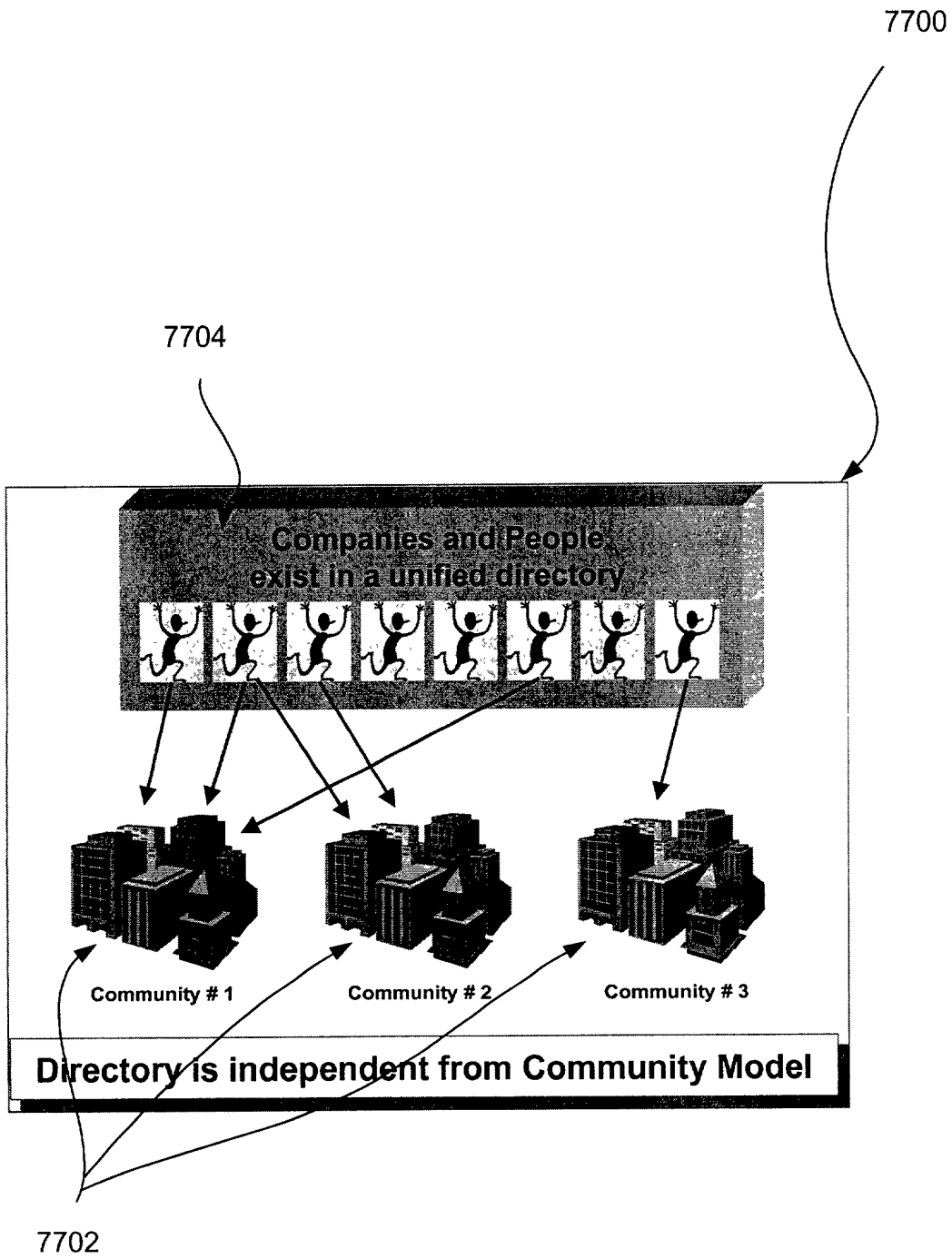


Fig. 77

7800

7802

7804

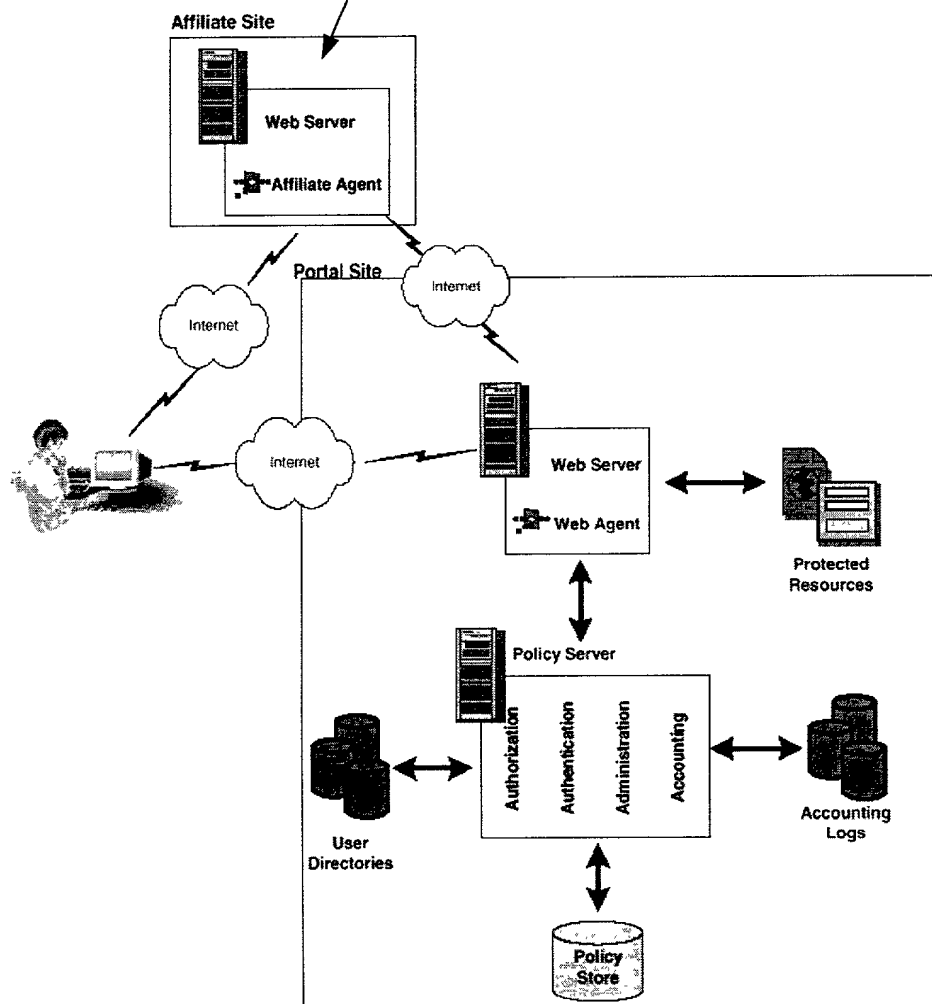


Fig. 78

7900

7902

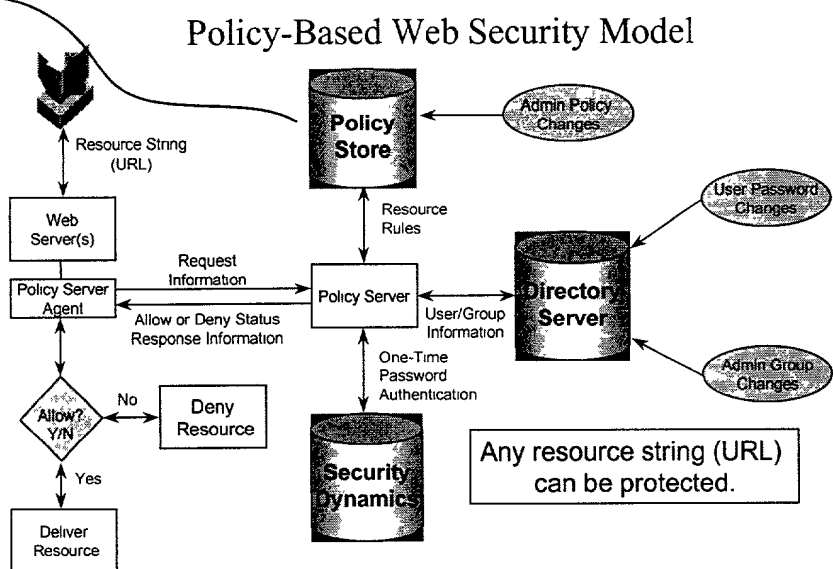


Fig. 79

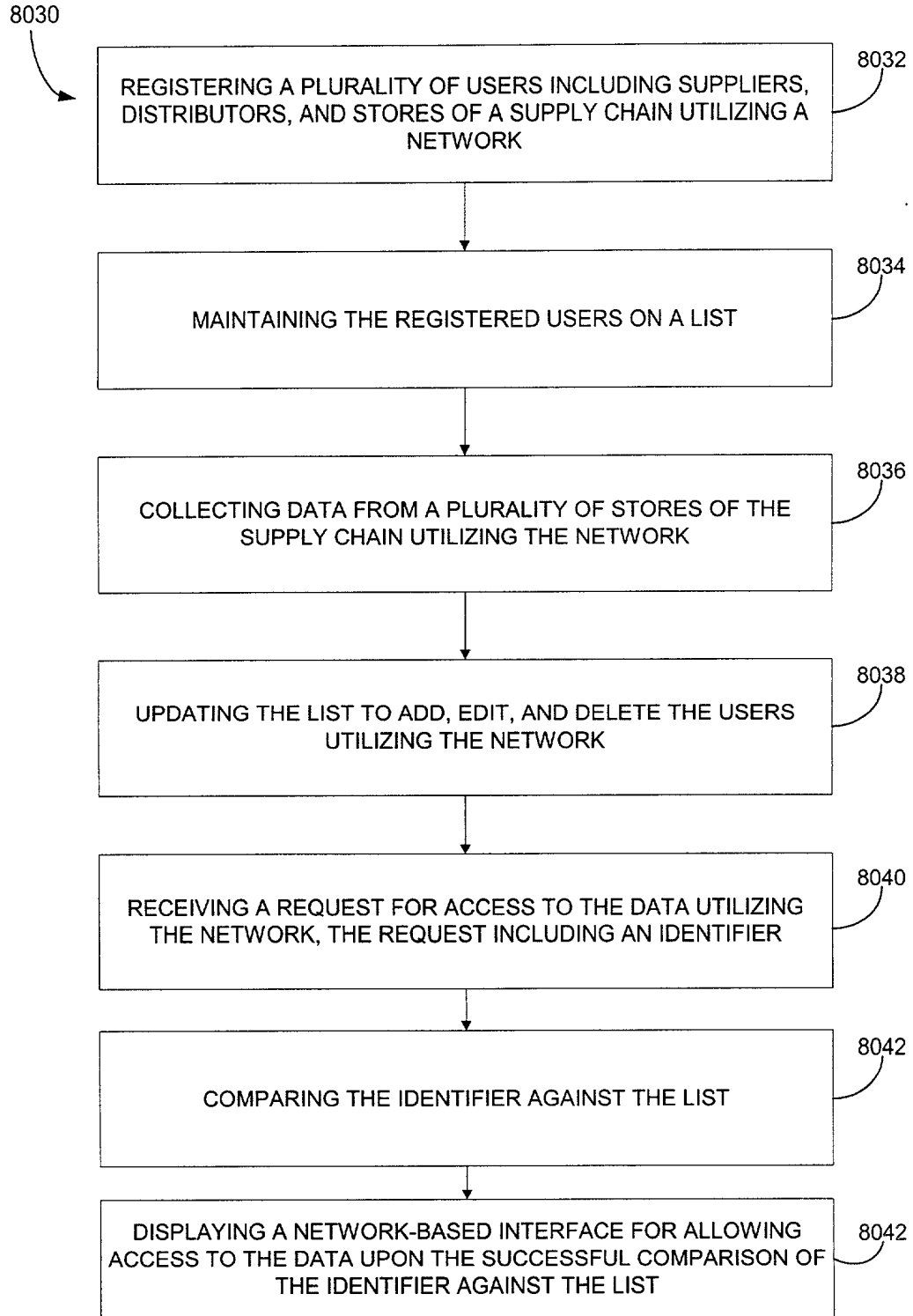


FIG. 80

FIG. 81

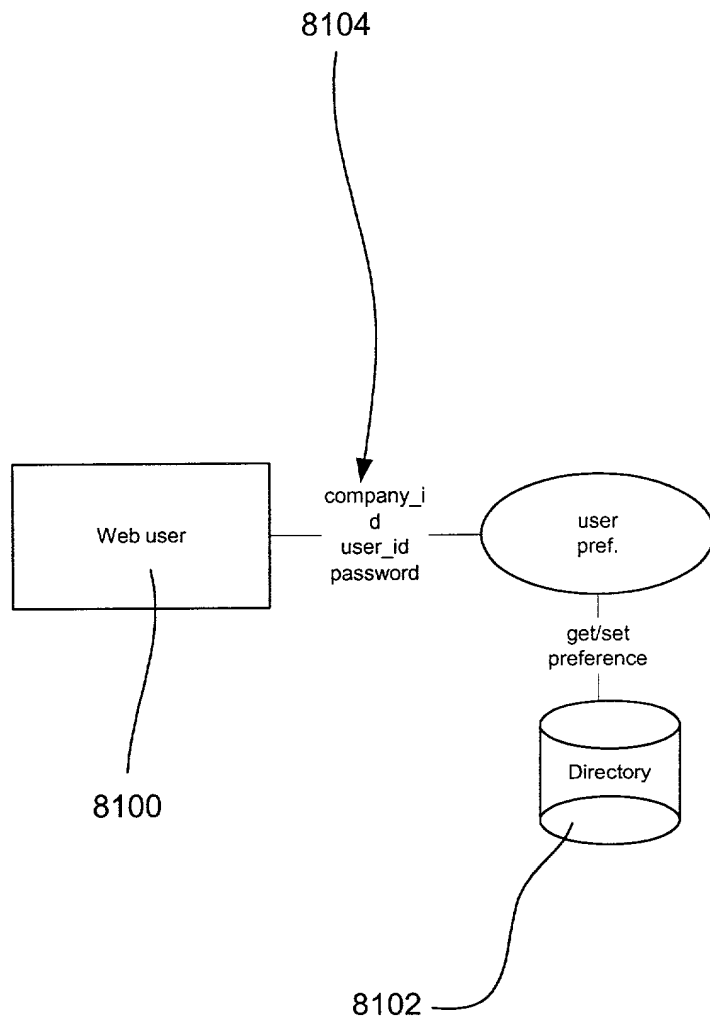


Fig. 81

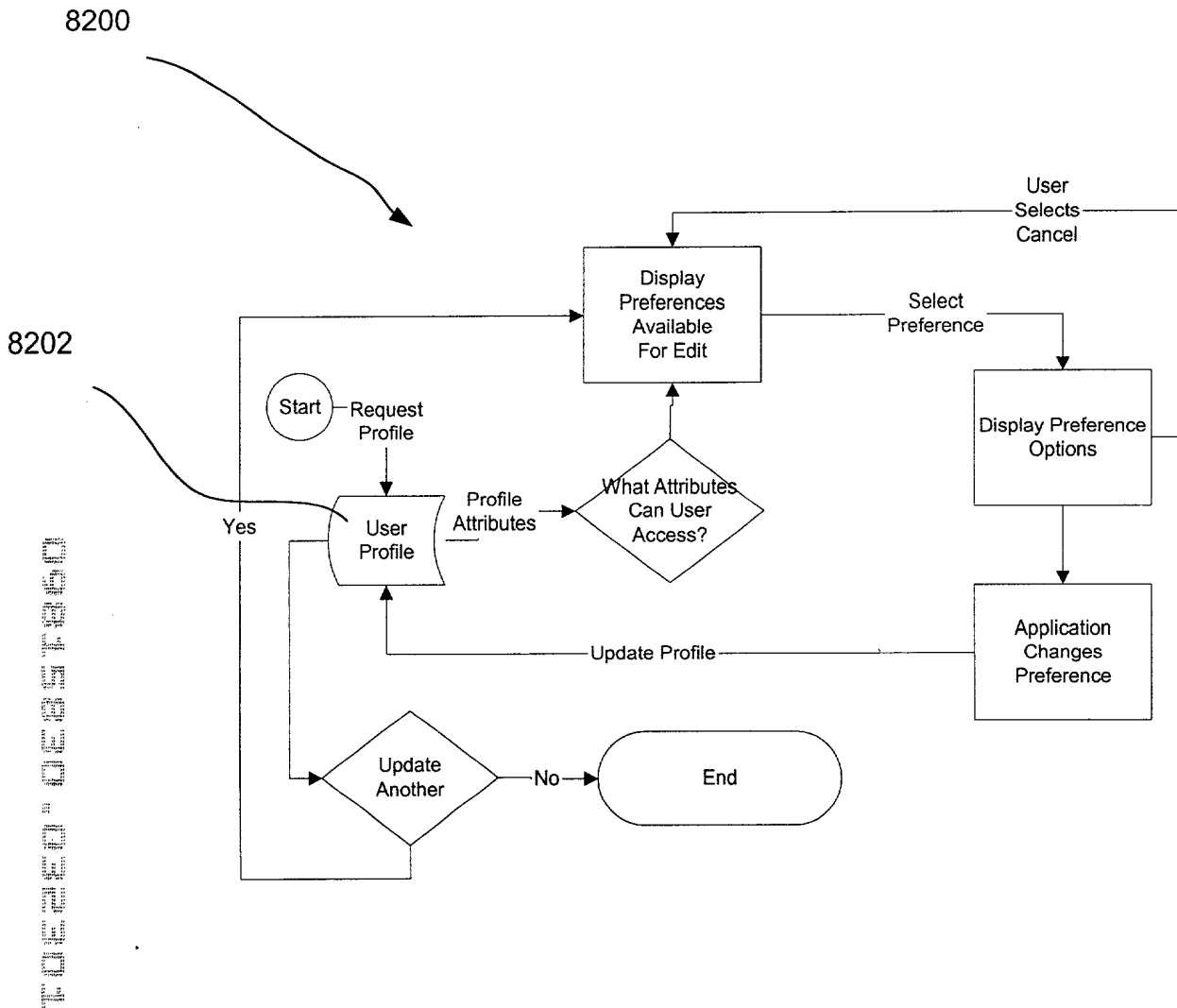


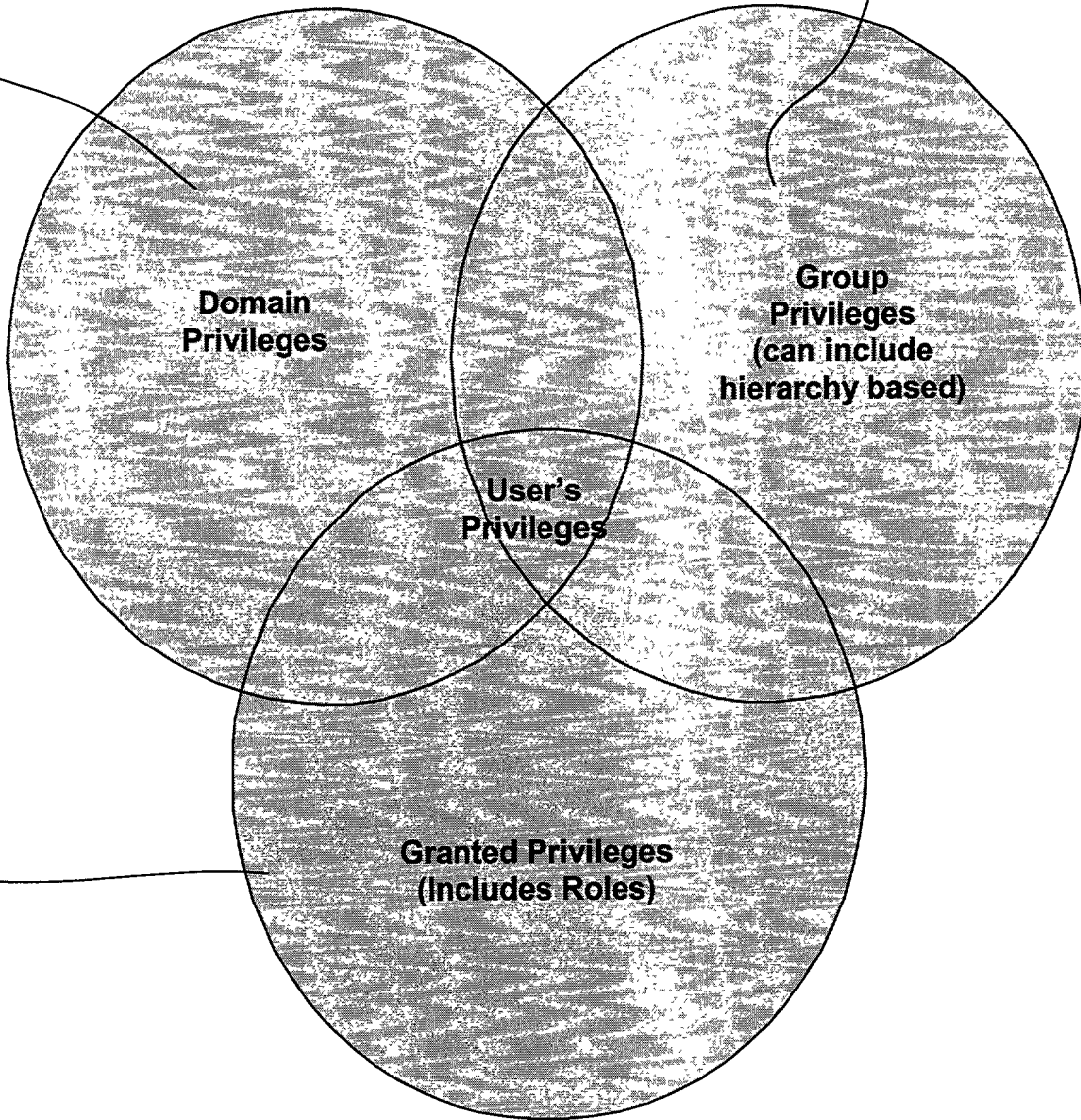
Fig. 82

TOP SECRET

8306

8302

8304



8300

Fig. 83

8404

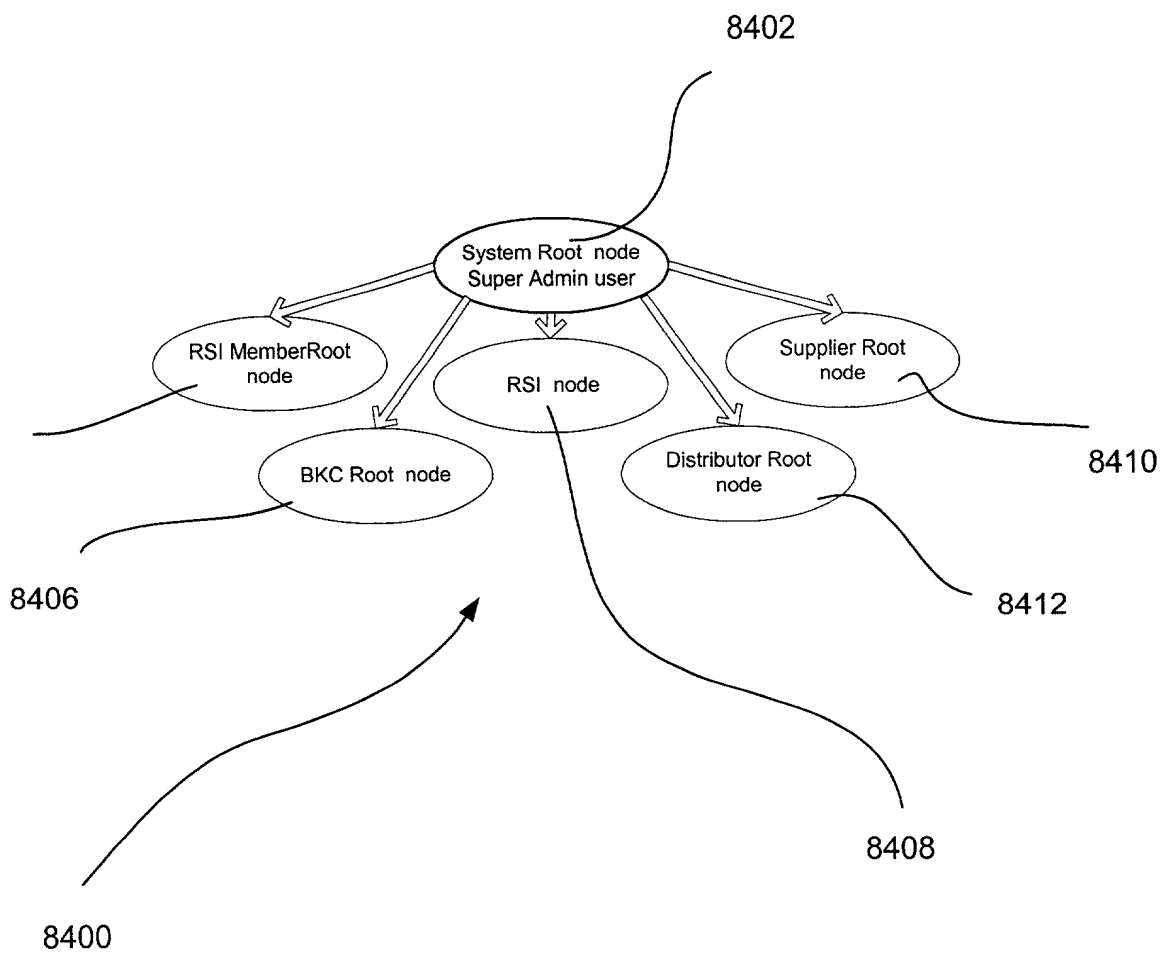


Fig. 84

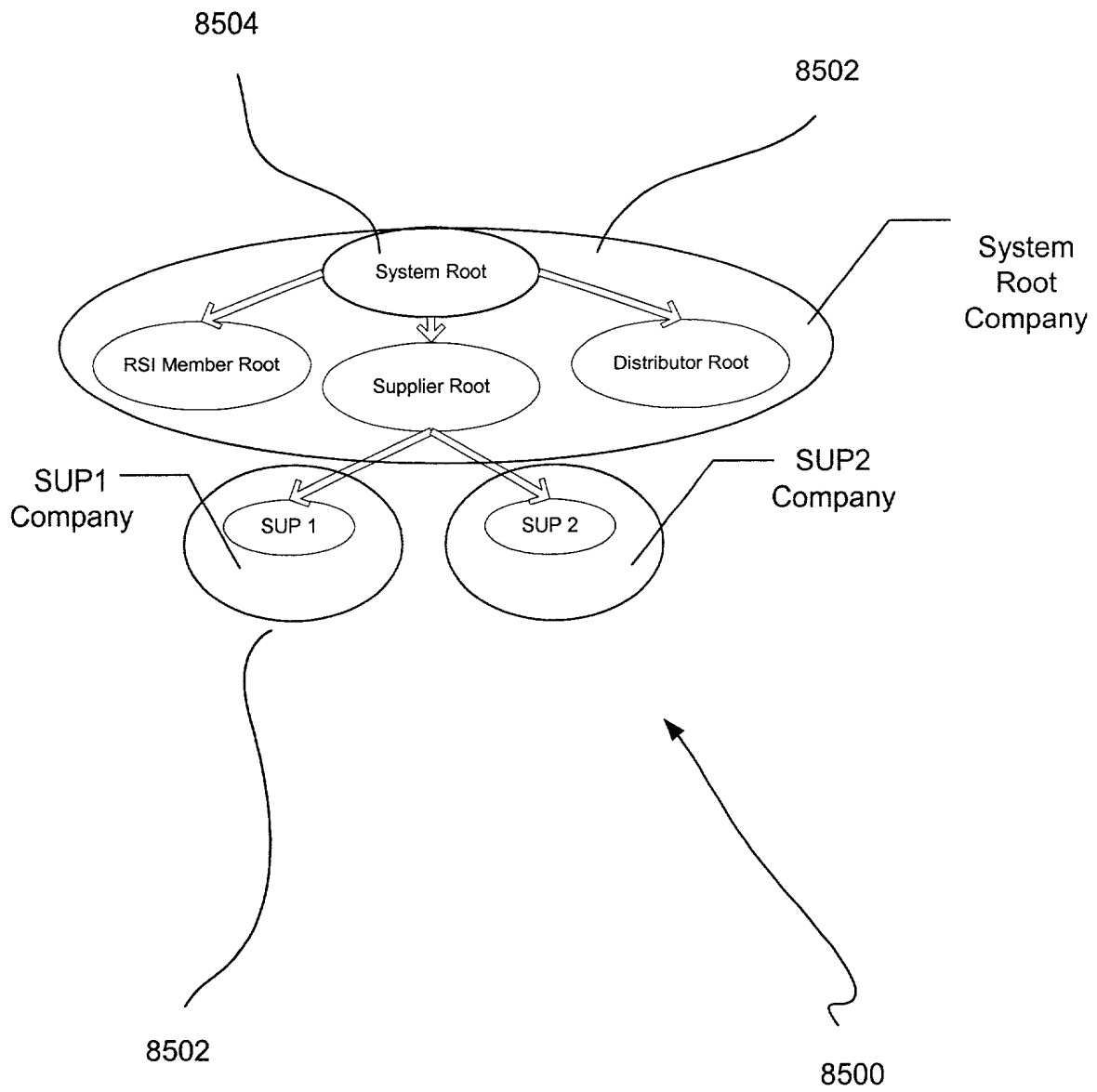


Fig. 85

8600

8602

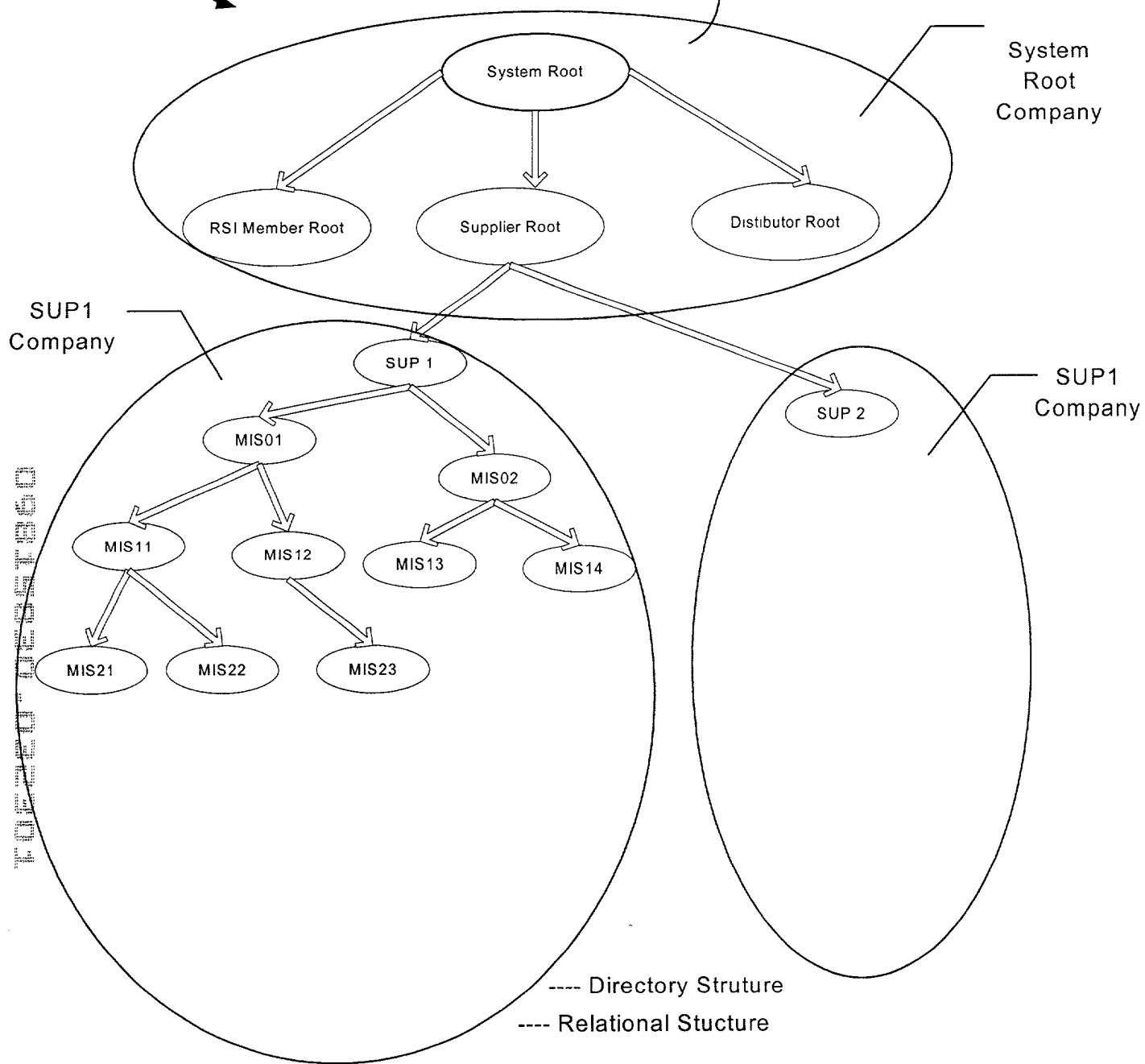


Fig. 86

Group Hierarchy Management: Data Flow

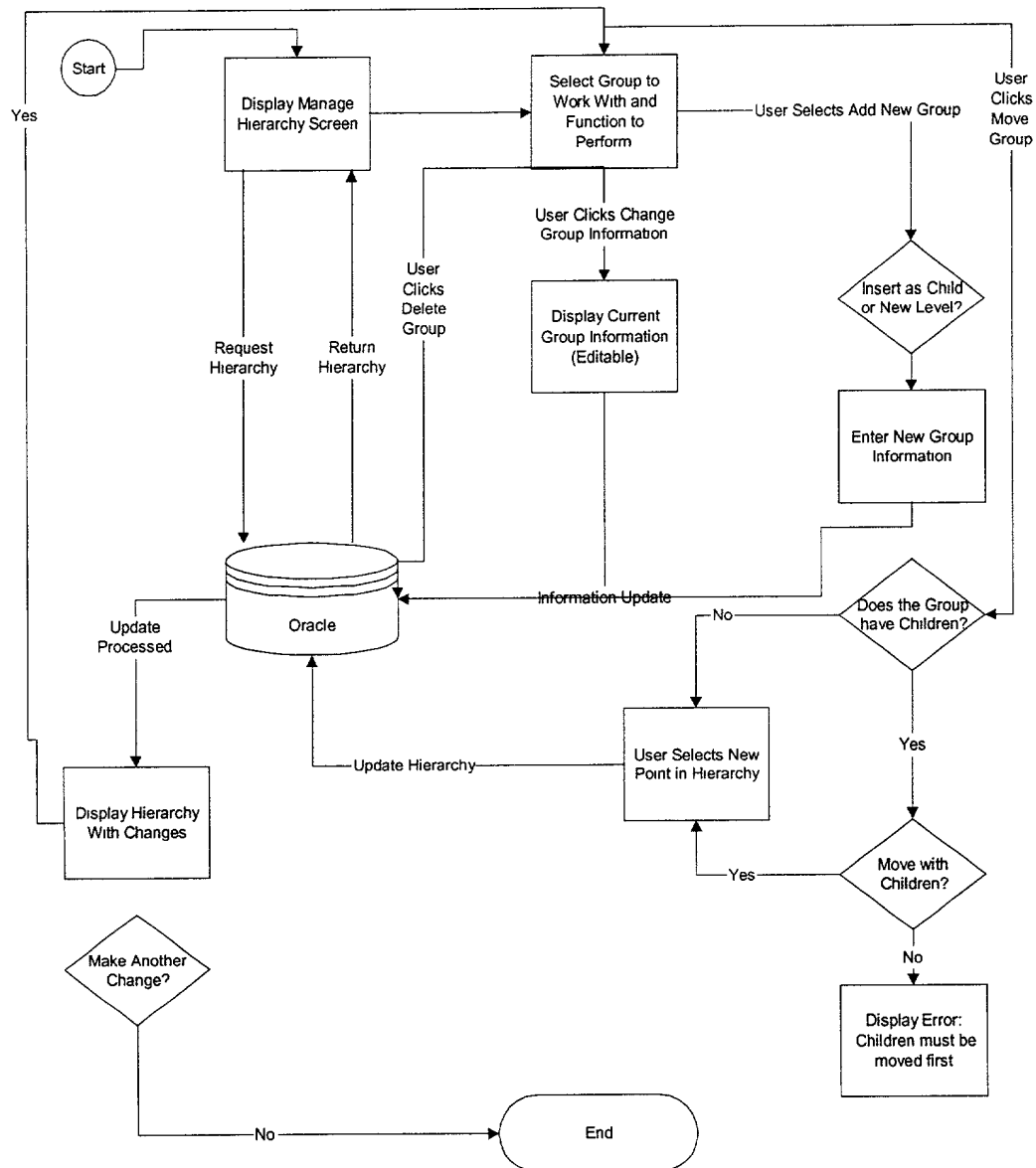


Fig. 87

8800

8804

8802

8800

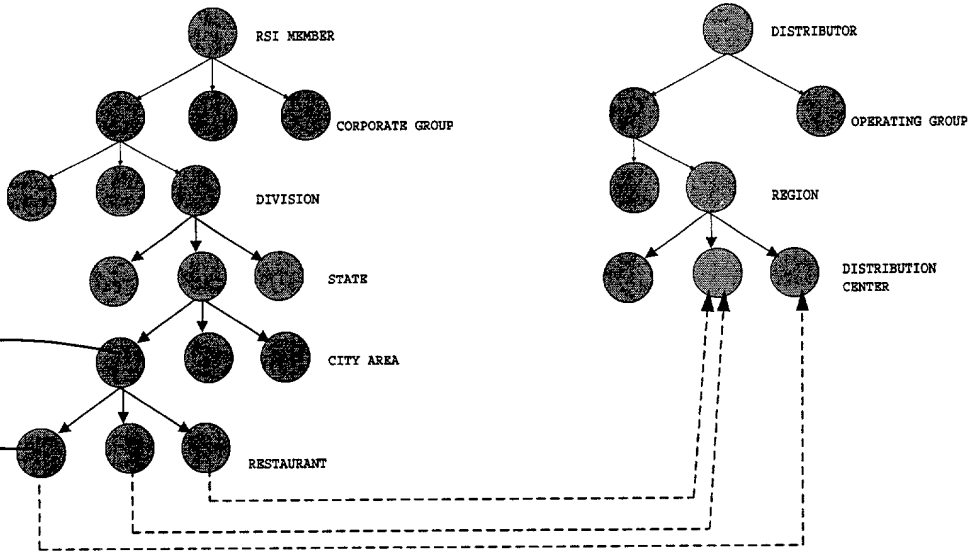


Fig. 88

8902

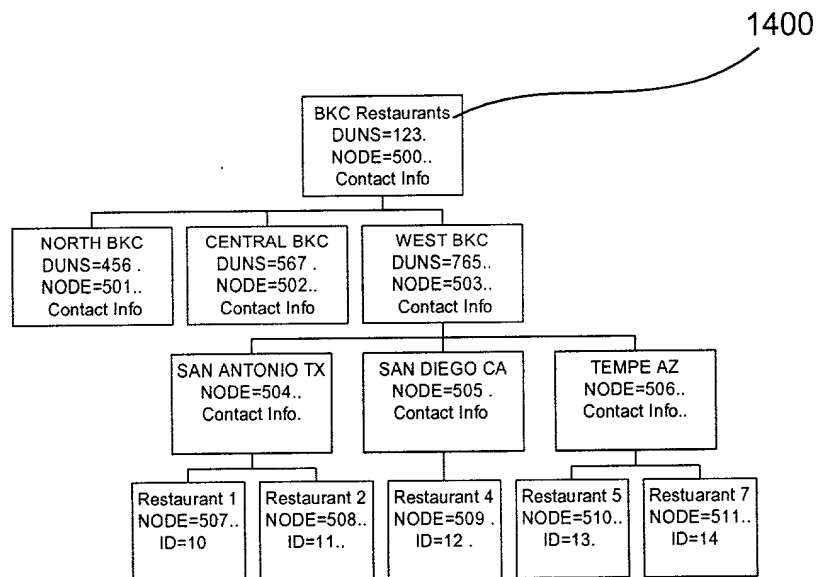


Fig. 89

9000

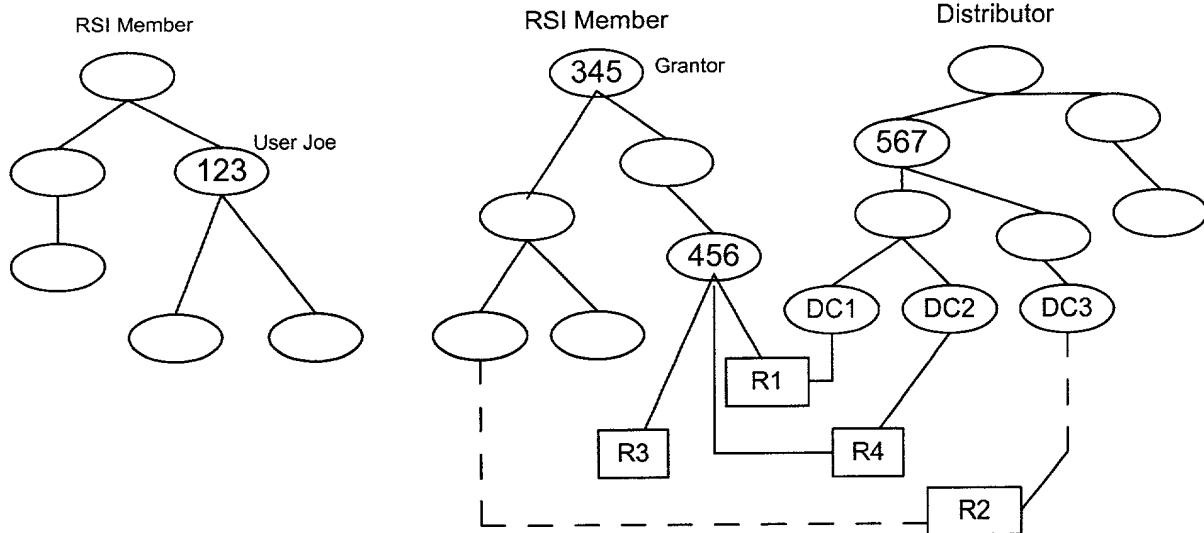


FIG. 90

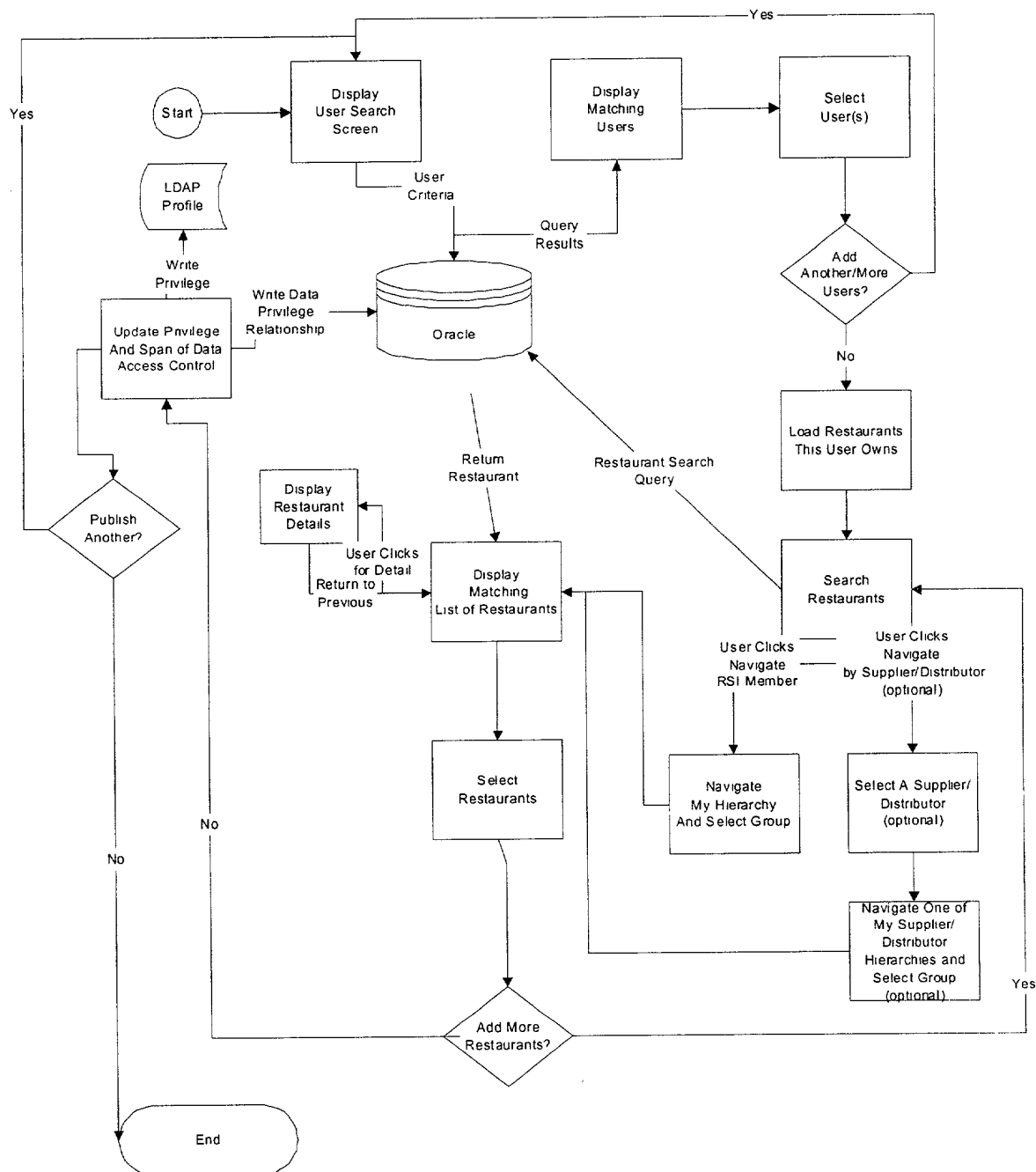


Fig. 91

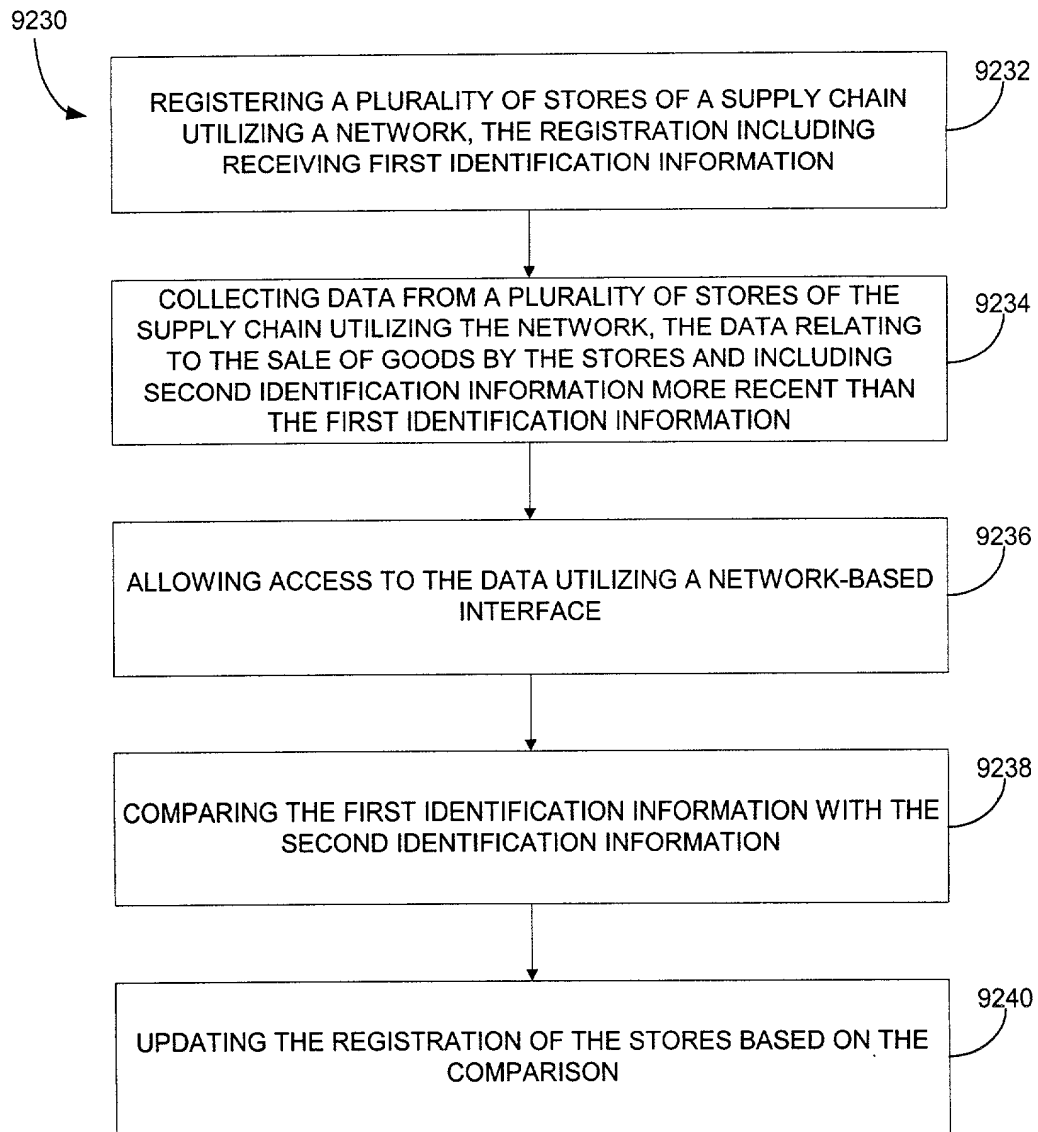


FIG. 92

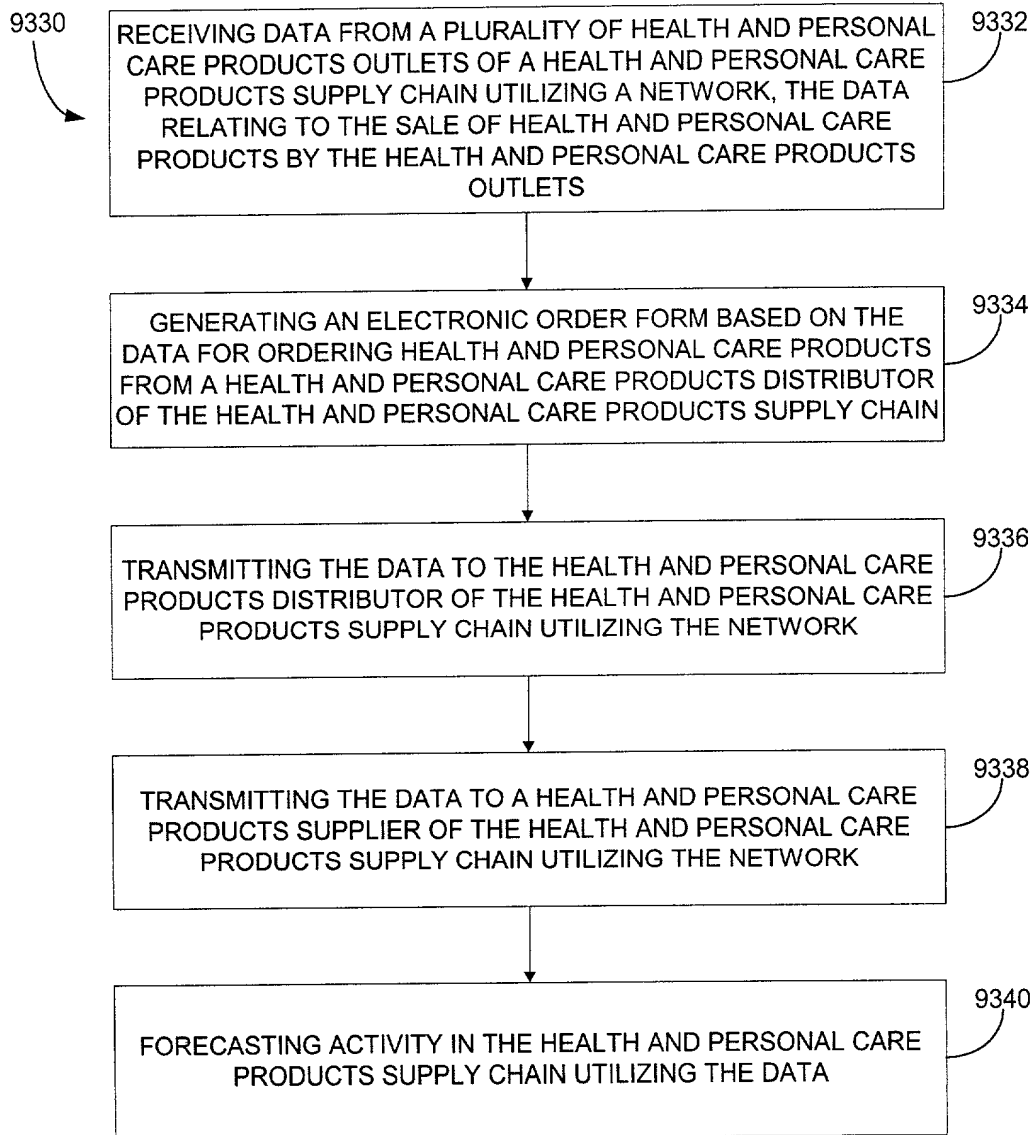


FIG. 93

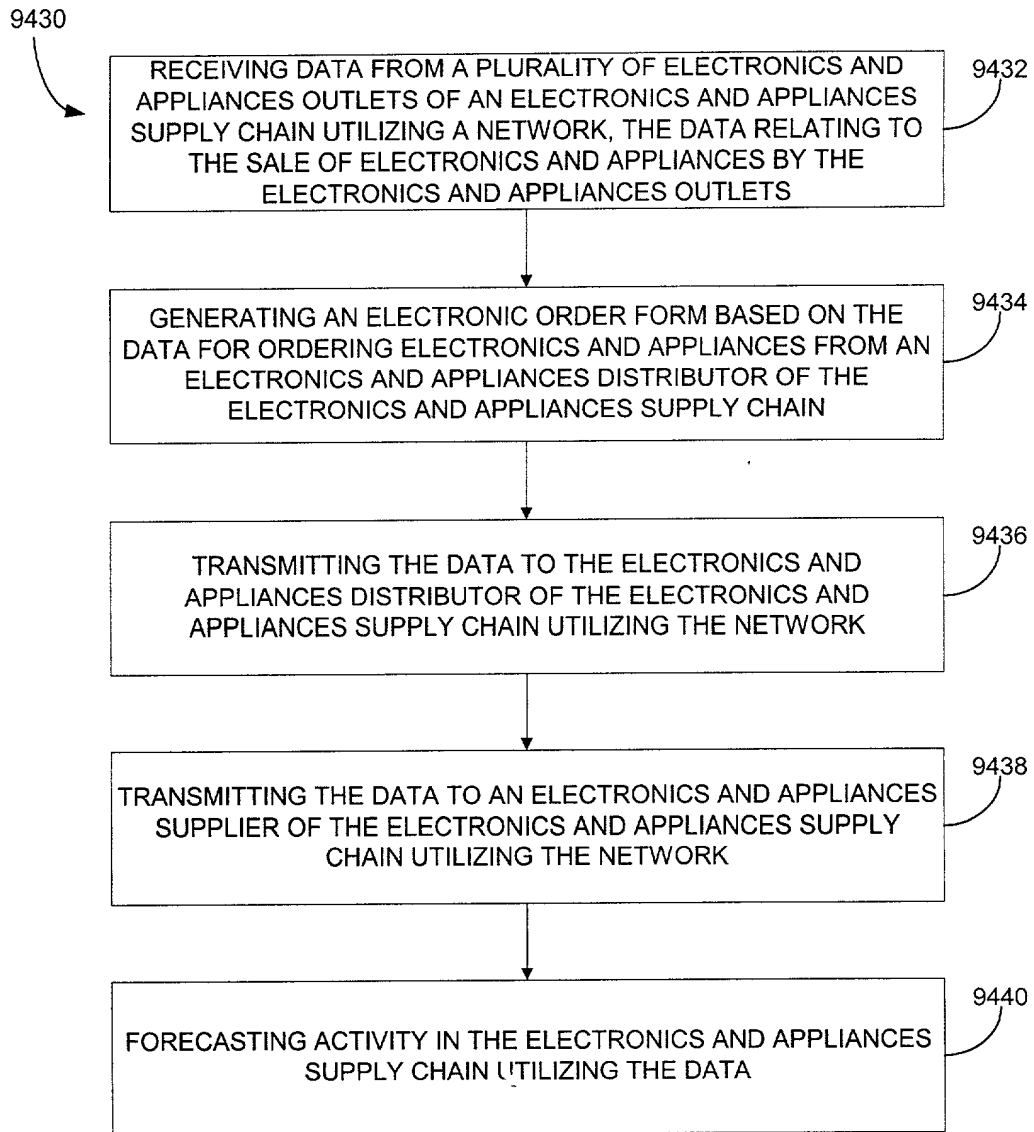


FIG. 94

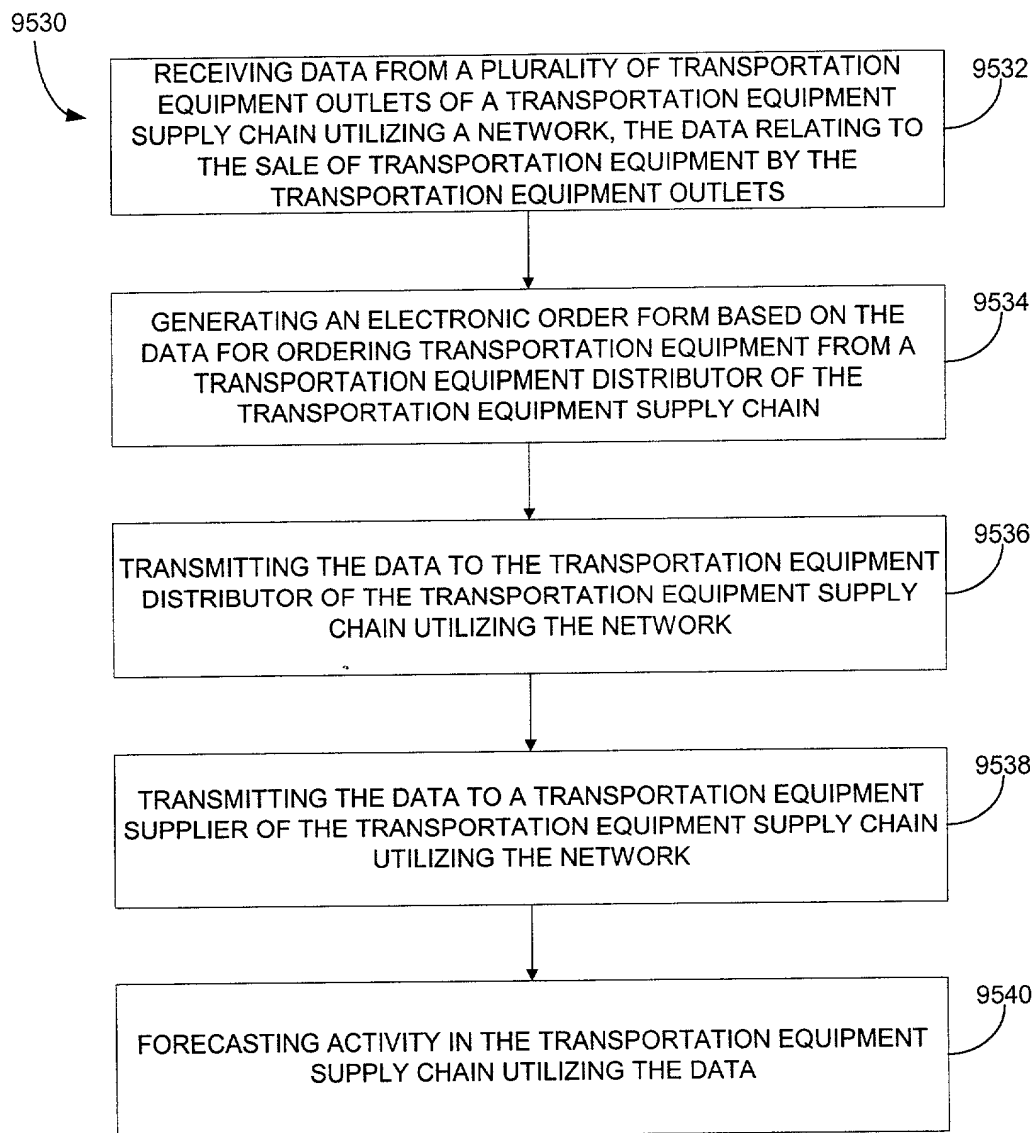


FIG. 95

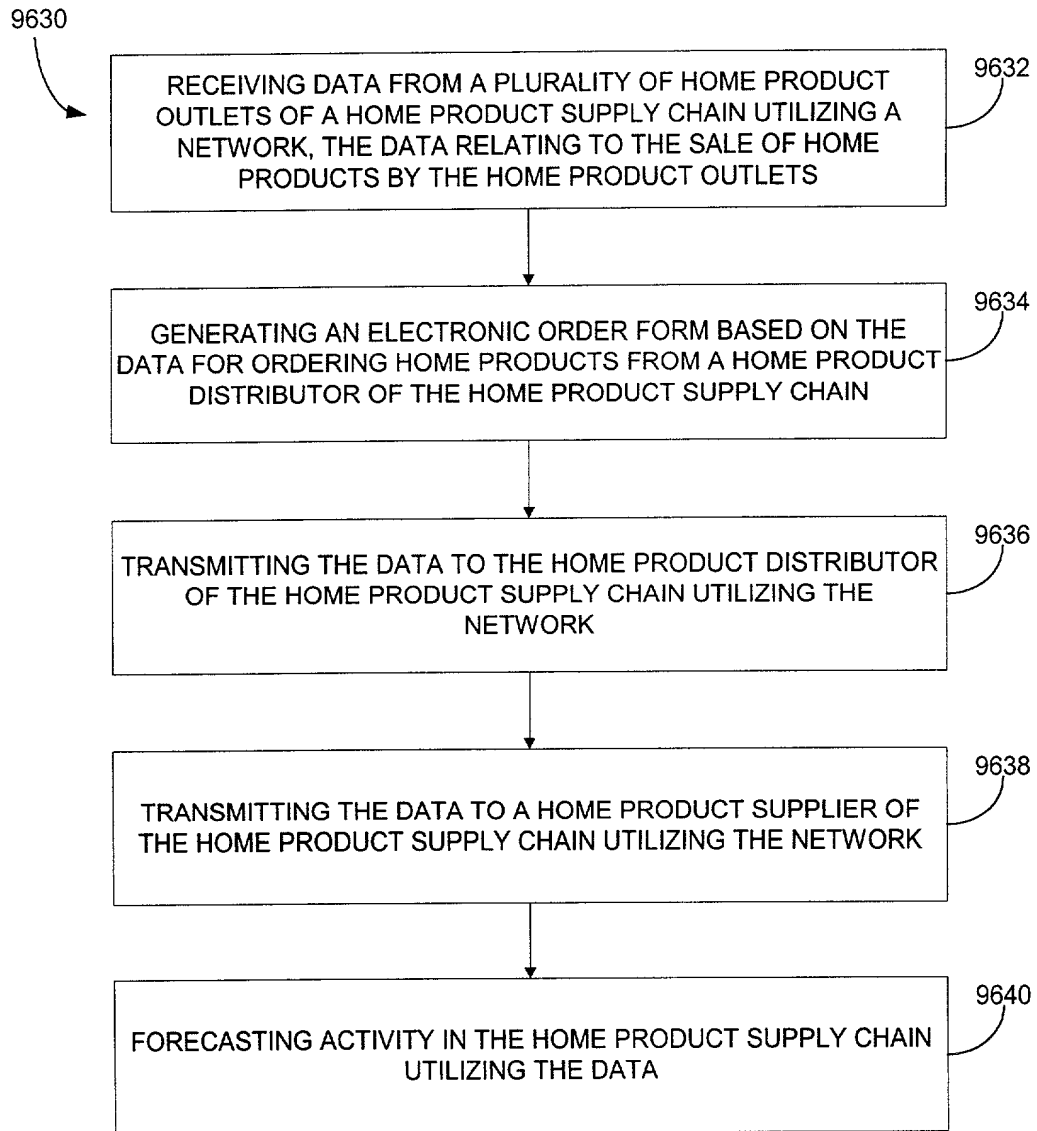


FIG. 96

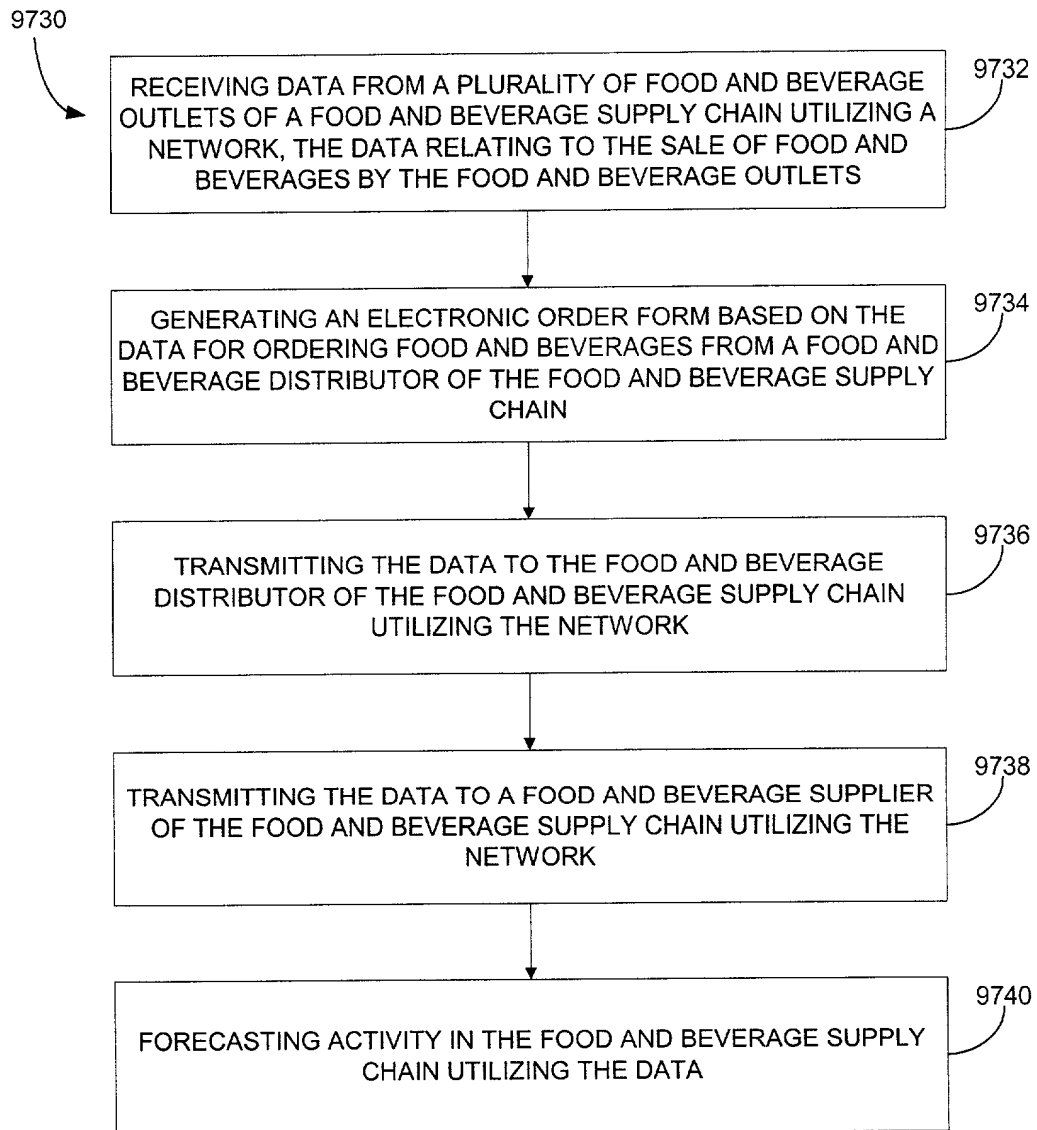


FIG. 97

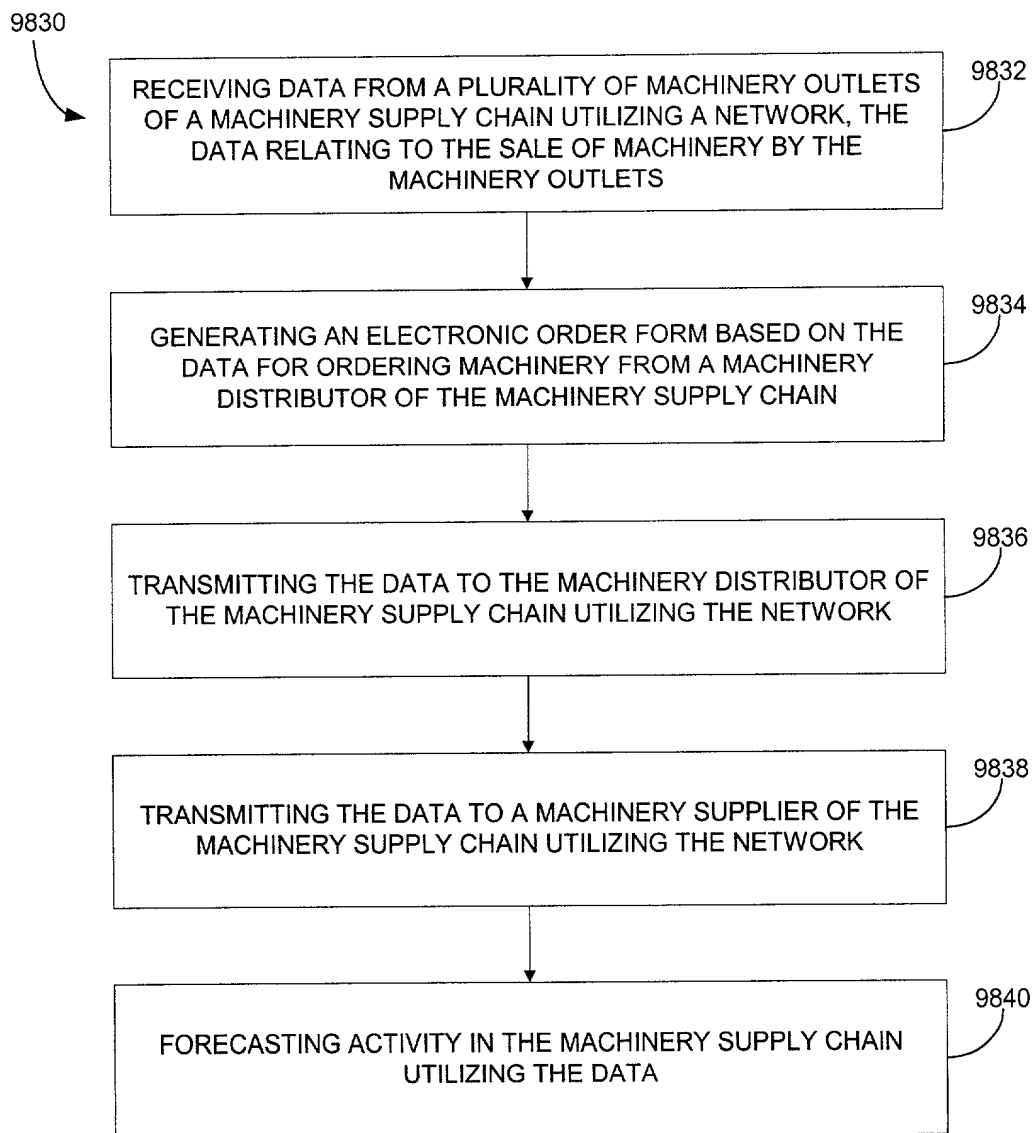


FIG. 98

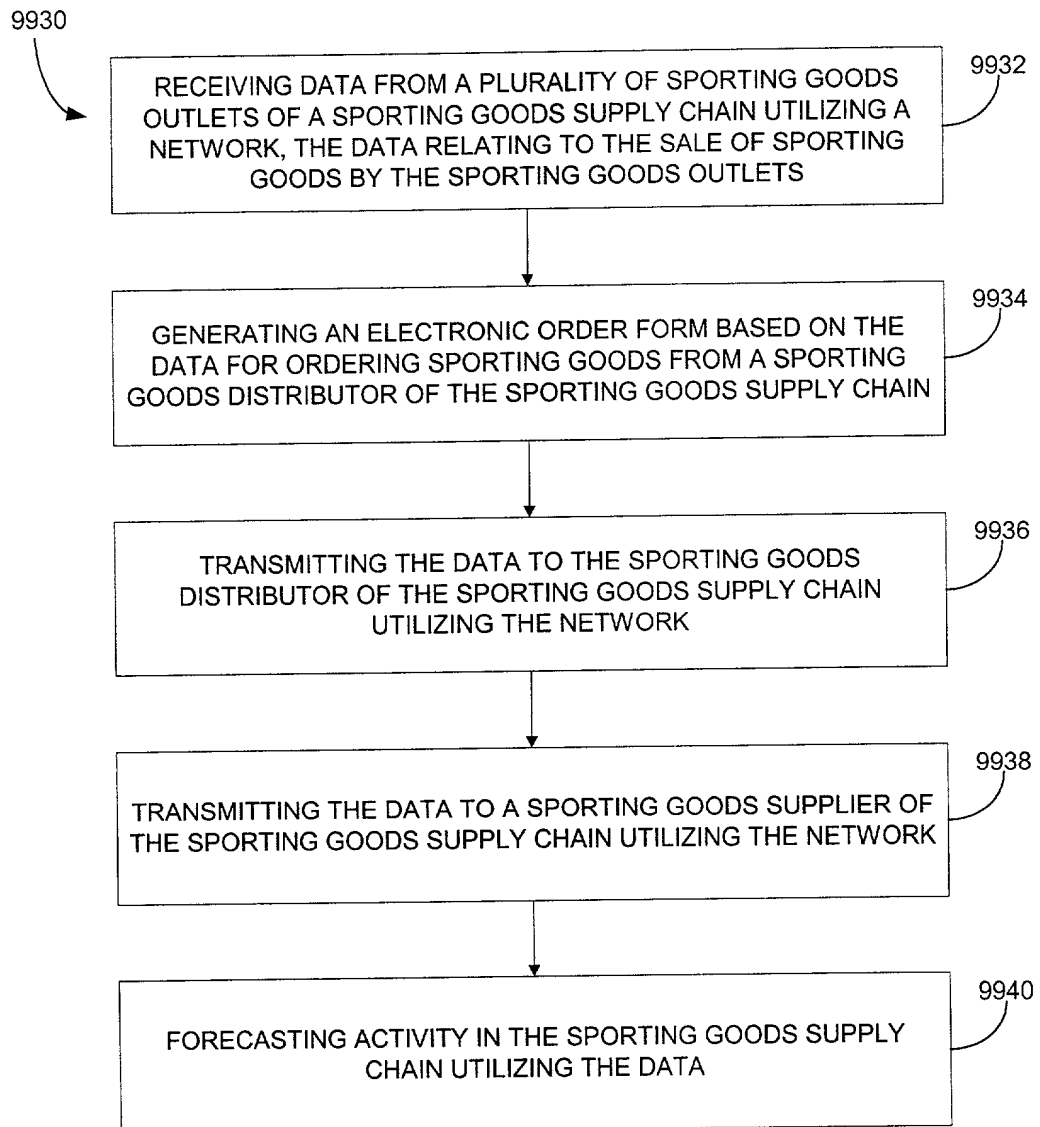


FIG. 99

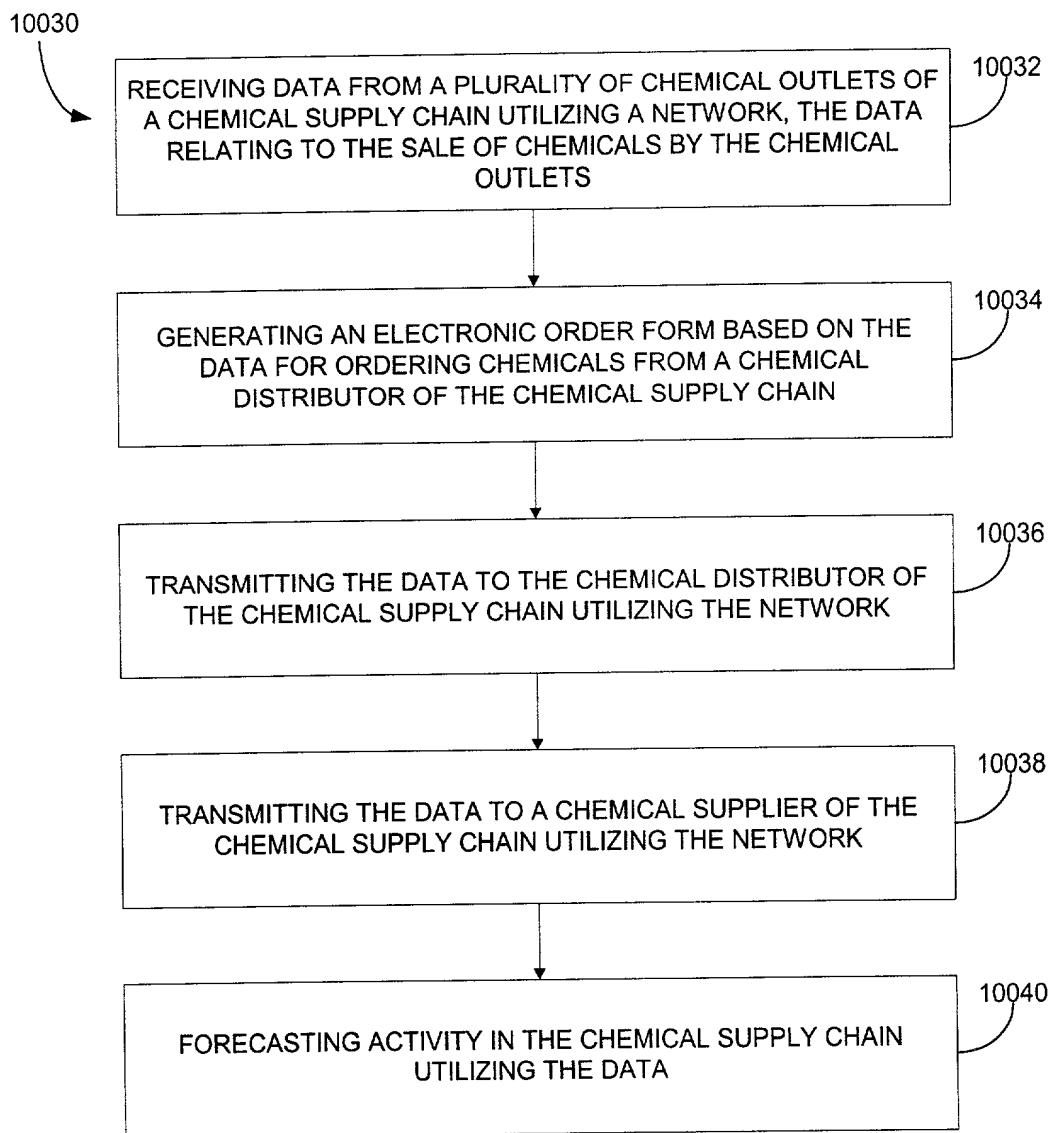


FIG. 100

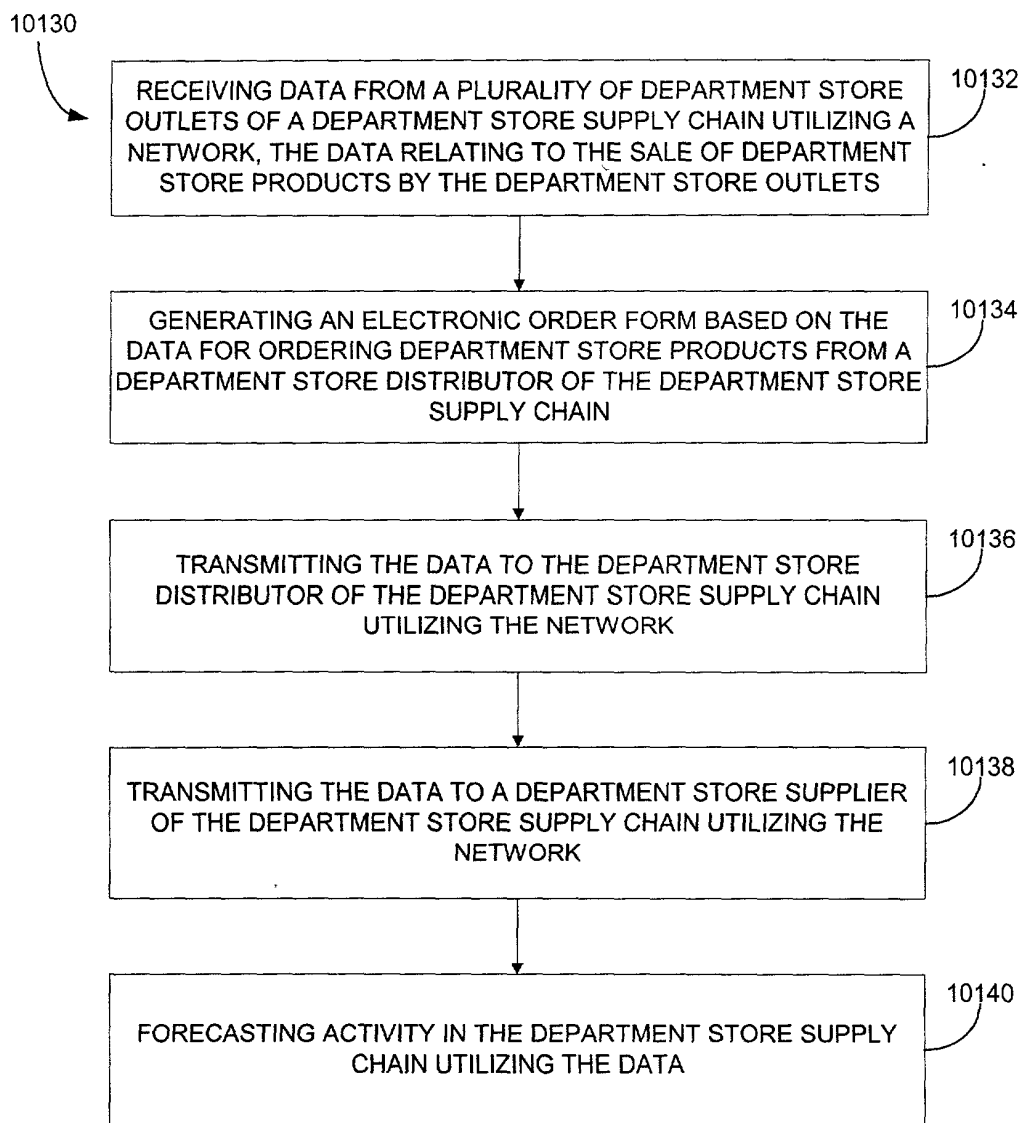


FIG. 101

```
graph TD; 10230[RECEIVING DATA FROM A PLURALITY OF OFFICE PRODUCT OUTLETS OF AN OFFICE PRODUCT SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF OFFICE PRODUCTS BY THE OFFICE PRODUCT OUTLETS] --> 10232[GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING OFFICE PRODUCTS FROM AN OFFICE PRODUCT DISTRIBUTOR OF THE OFFICE PRODUCT SUPPLY CHAIN]; 10232 --> 10236[TRANSMITTING THE DATA TO THE OFFICE PRODUCT DISTRIBUTOR OF THE OFFICE PRODUCT SUPPLY CHAIN UTILIZING THE NETWORK]; 10236 --> 10238[TRANSMITTING THE DATA TO AN OFFICE PRODUCT SUPPLIER OF THE OFFICE PRODUCT SUPPLY CHAIN UTILIZING THE NETWORK]; 10238 --> 10240[FORECASTING ACTIVITY IN THE OFFICE PRODUCT SUPPLY CHAIN UTILIZING THE DATA];
```

10230

RECEIVING DATA FROM A PLURALITY OF OFFICE PRODUCT OUTLETS OF AN OFFICE PRODUCT SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF OFFICE PRODUCTS BY THE OFFICE PRODUCT OUTLETS

10232

GENERATING AN ELECTRONIC ORDER FORM BASED ON THE DATA FOR ORDERING OFFICE PRODUCTS FROM AN OFFICE PRODUCT DISTRIBUTOR OF THE OFFICE PRODUCT SUPPLY CHAIN

10236

TRANSMITTING THE DATA TO THE OFFICE PRODUCT DISTRIBUTOR OF THE OFFICE PRODUCT SUPPLY CHAIN UTILIZING THE NETWORK

10238

TRANSMITTING THE DATA TO AN OFFICE PRODUCT SUPPLIER OF THE OFFICE PRODUCT SUPPLY CHAIN UTILIZING THE NETWORK

10240

FORECASTING ACTIVITY IN THE OFFICE PRODUCT SUPPLY CHAIN UTILIZING THE DATA

FIG. 102A

10260

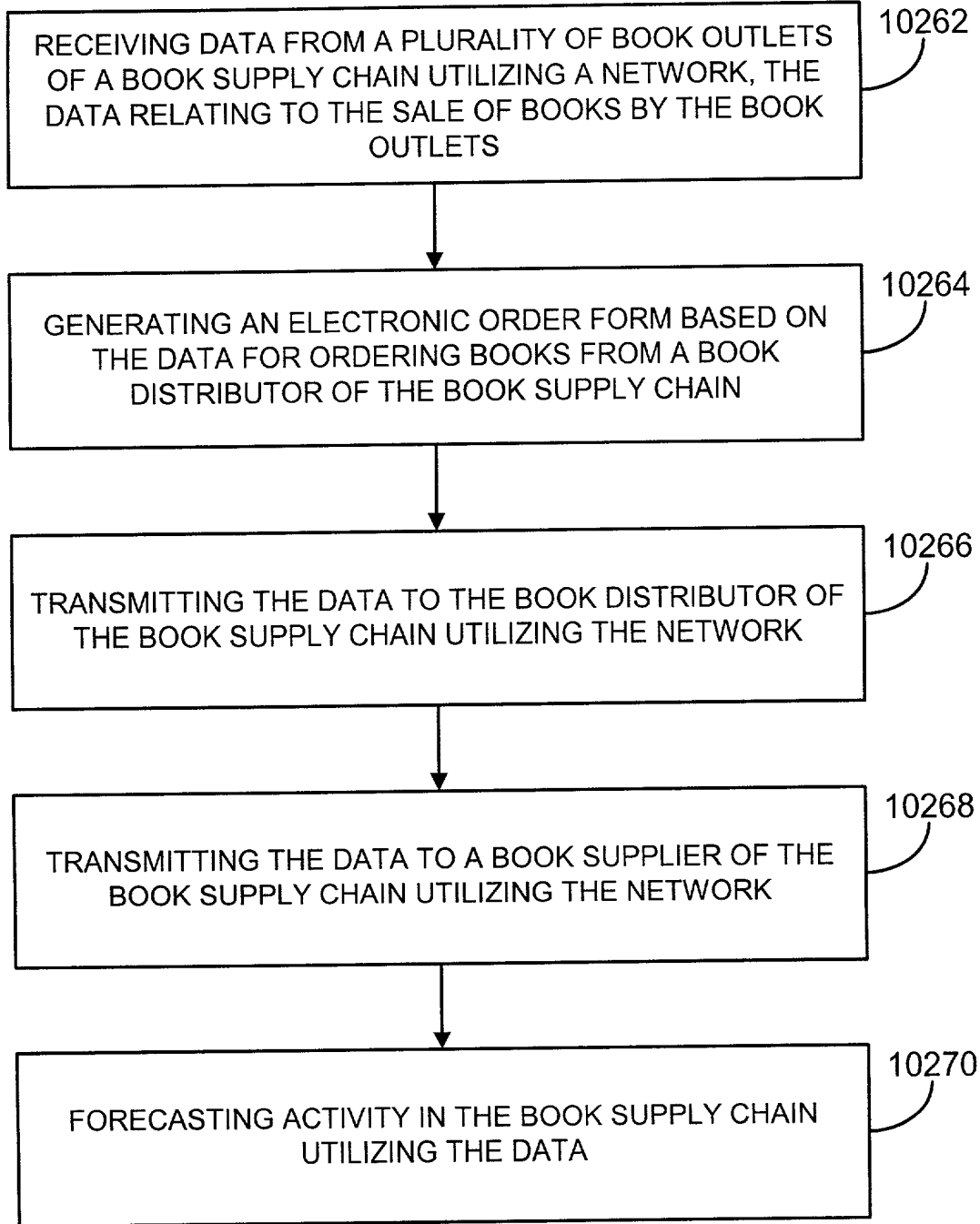


FIG. 102B

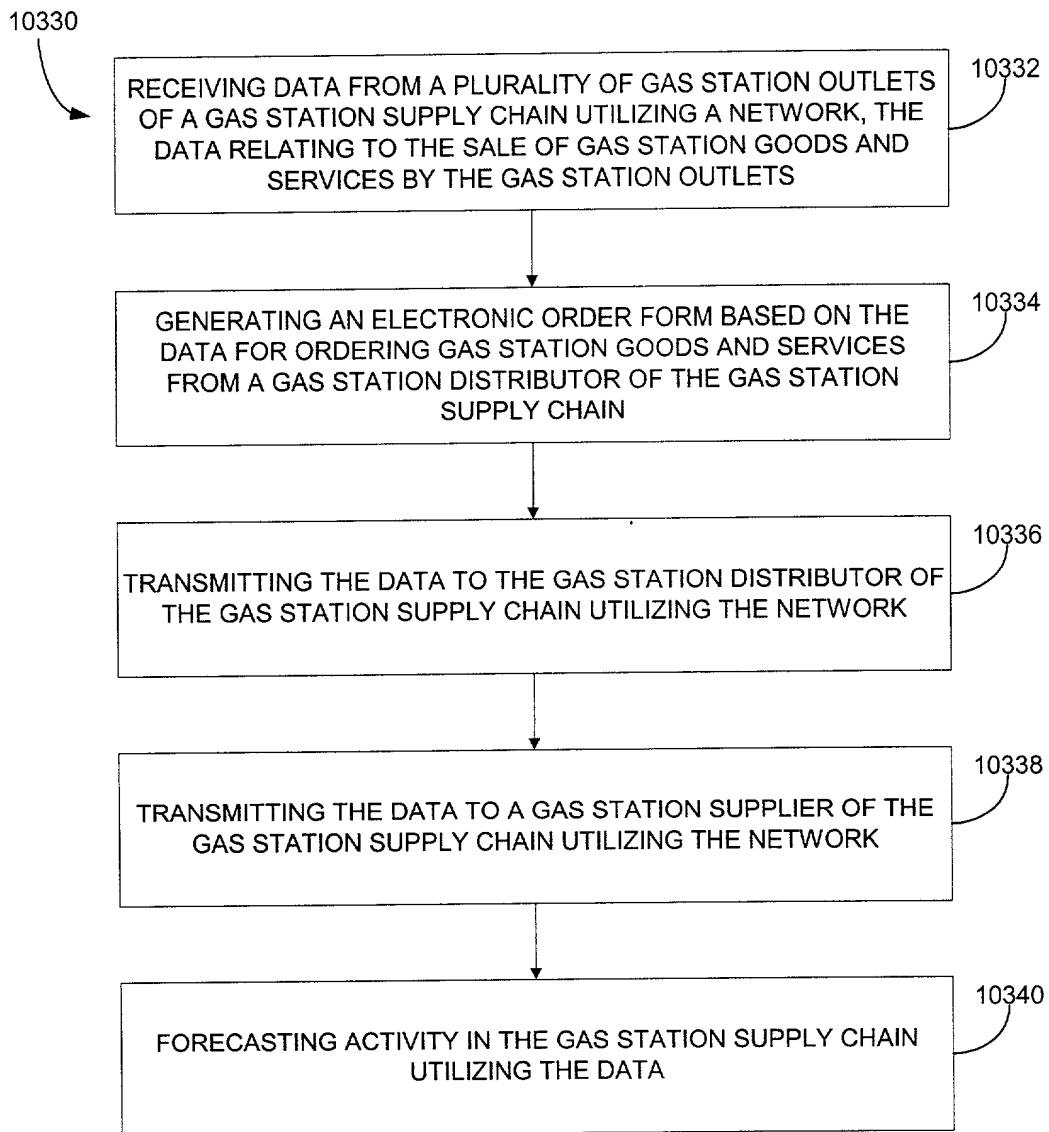


FIG. 103

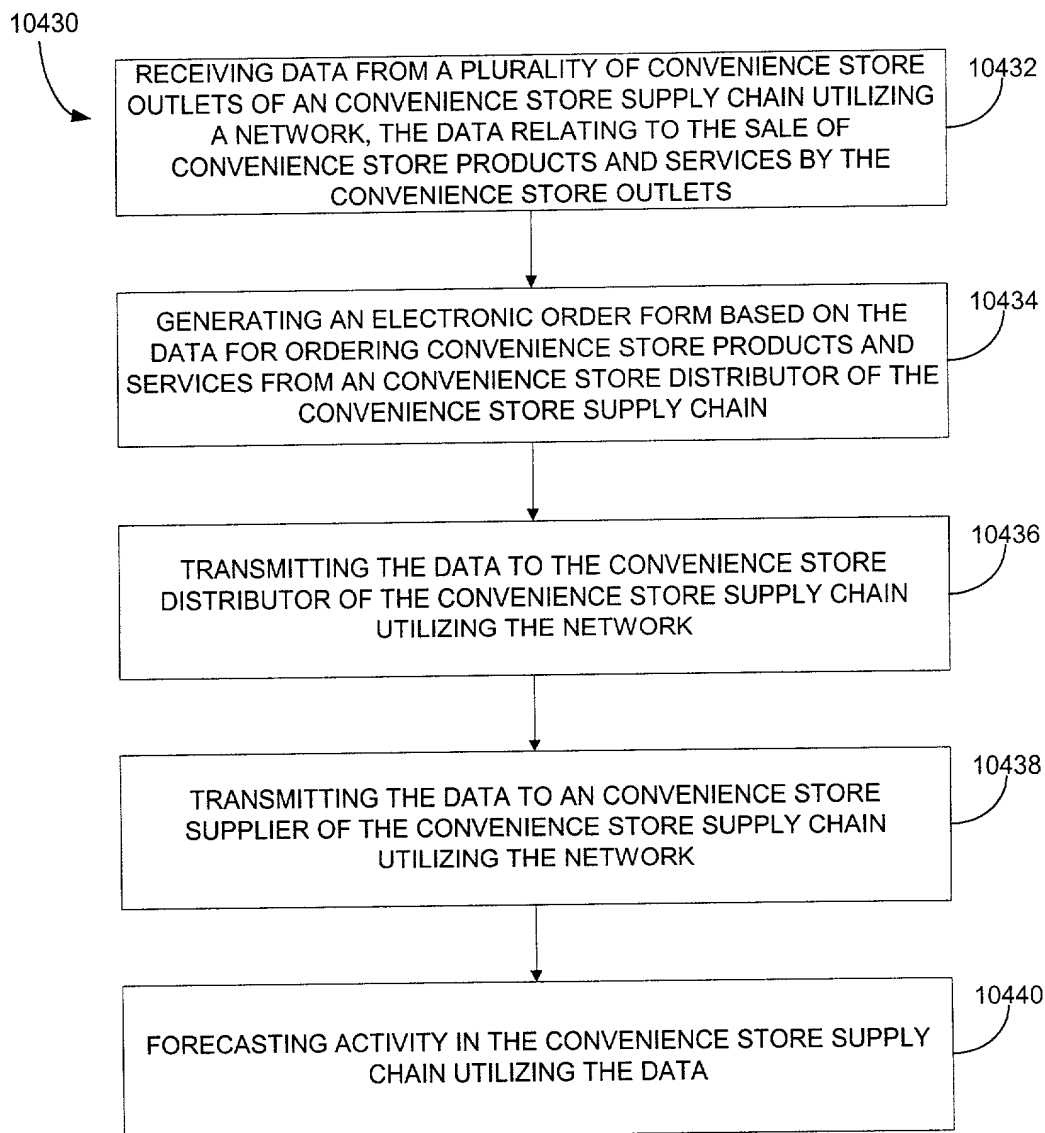


FIG. 104A

10460

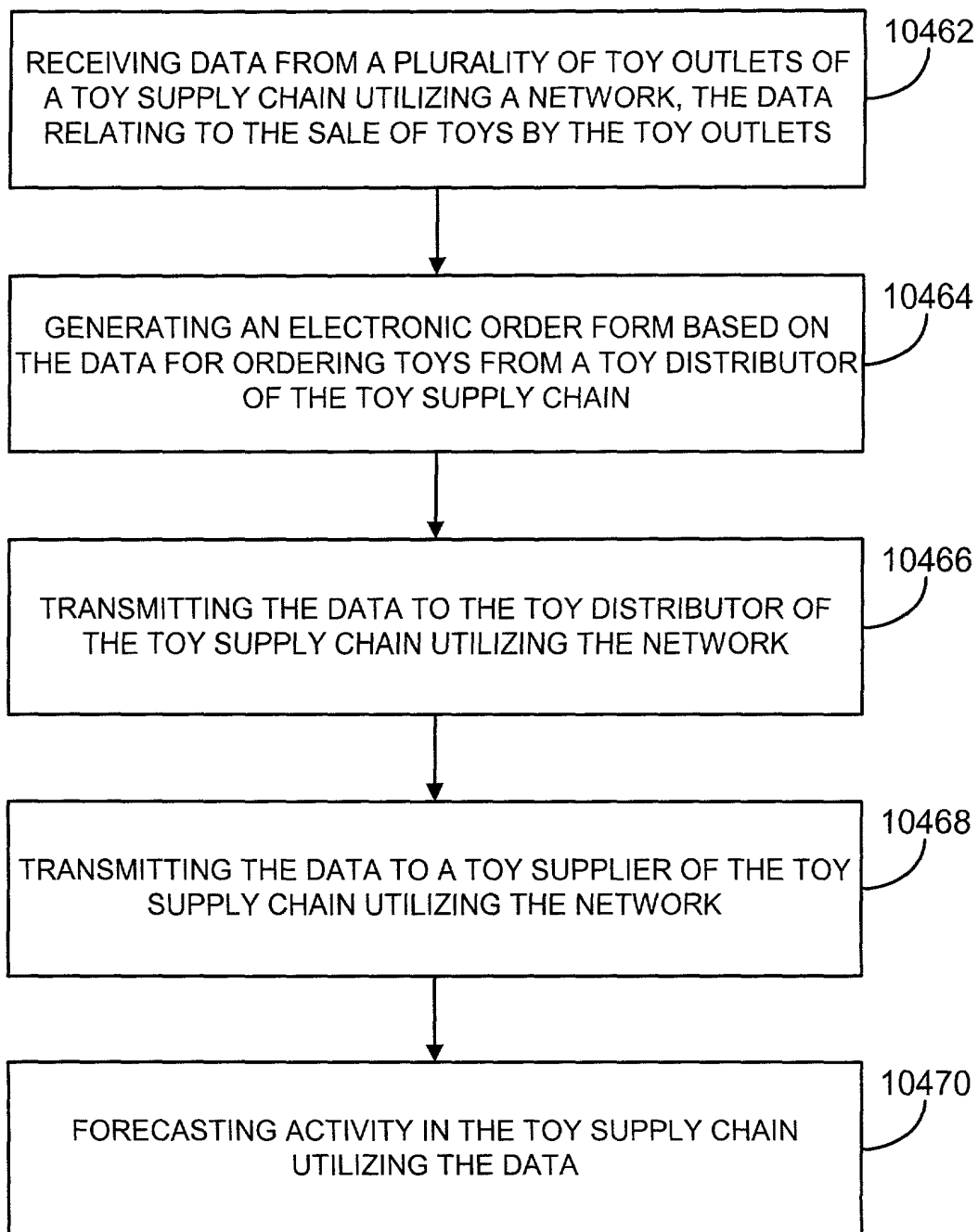


FIG. 104B

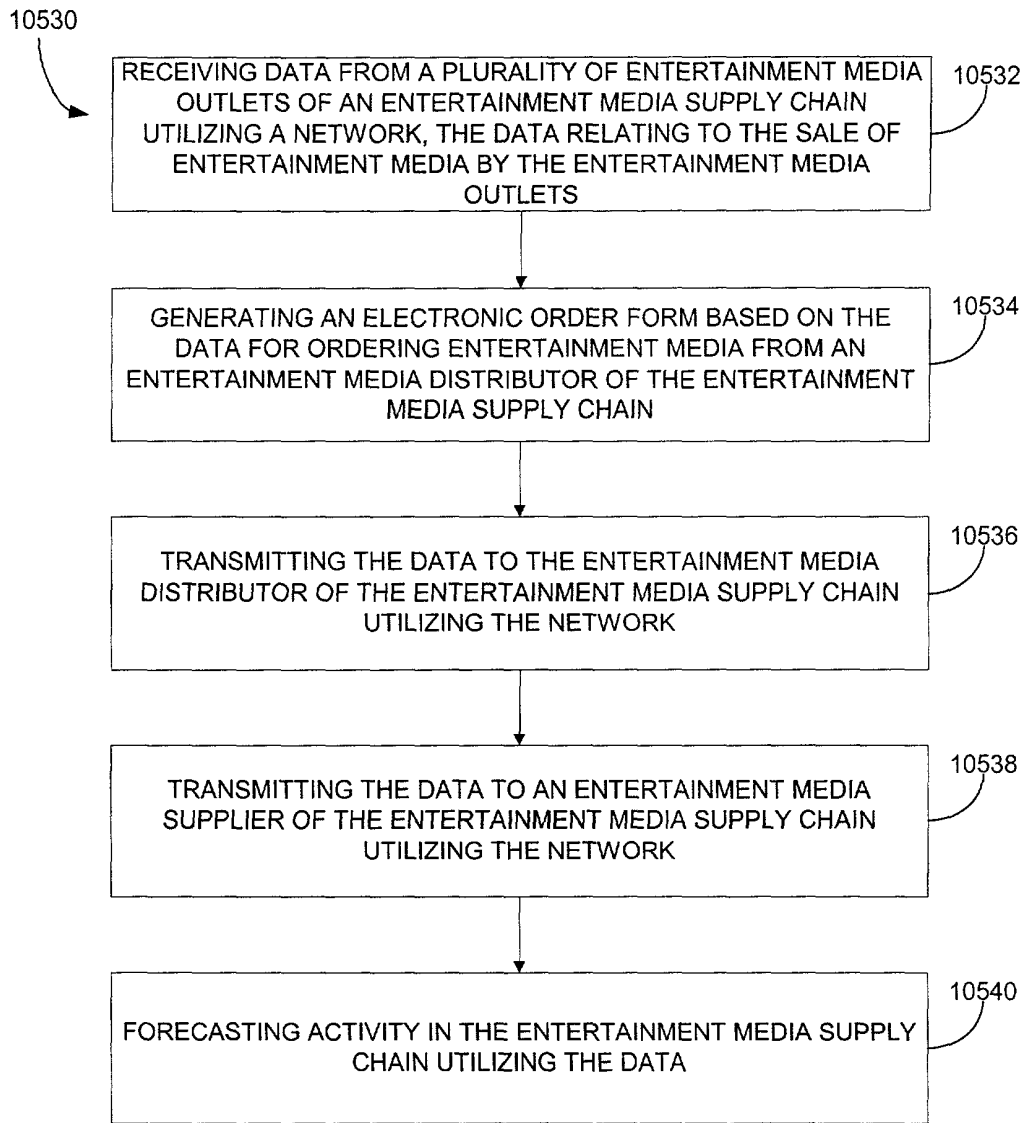


FIG. 105

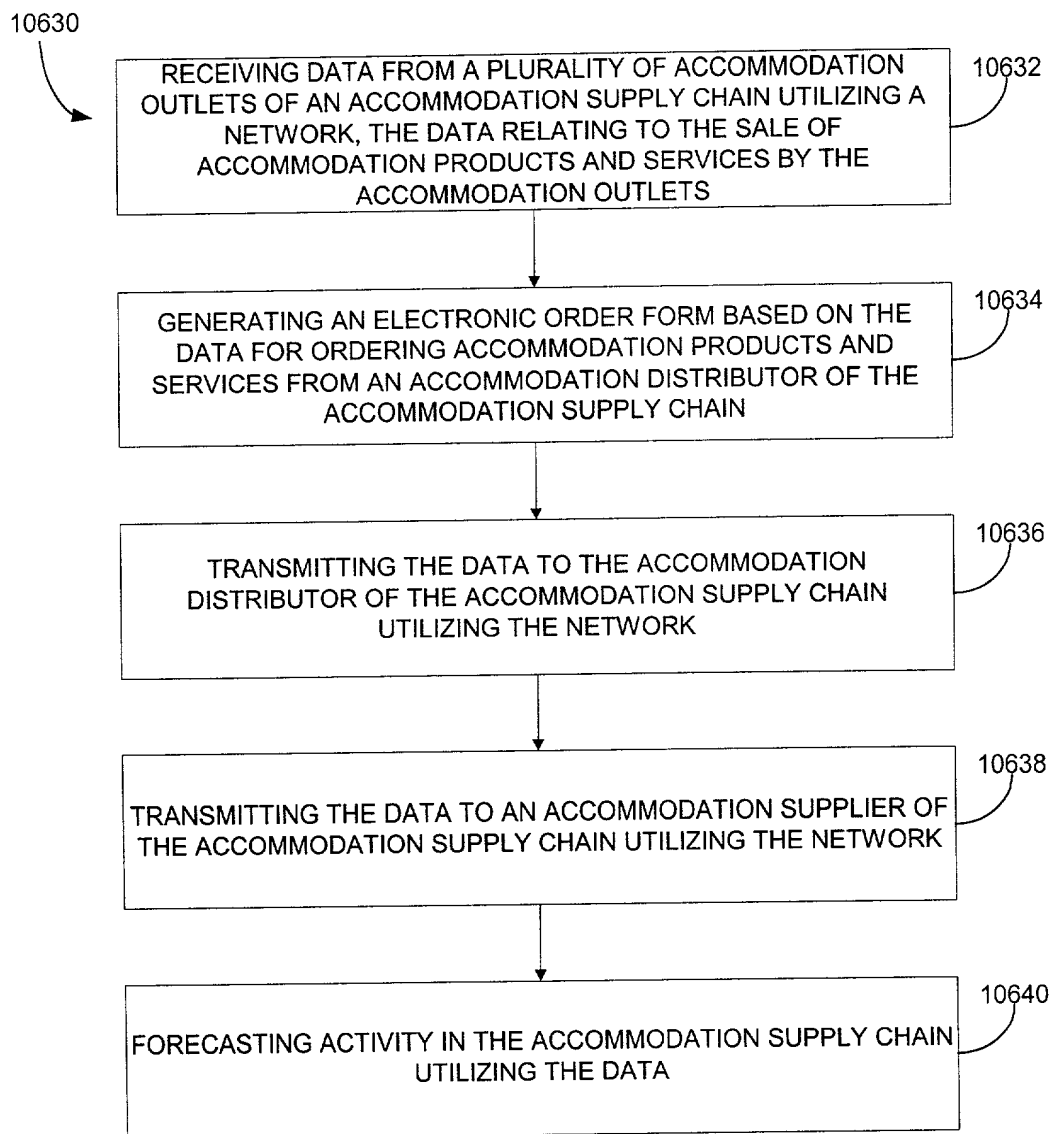


FIG. 106

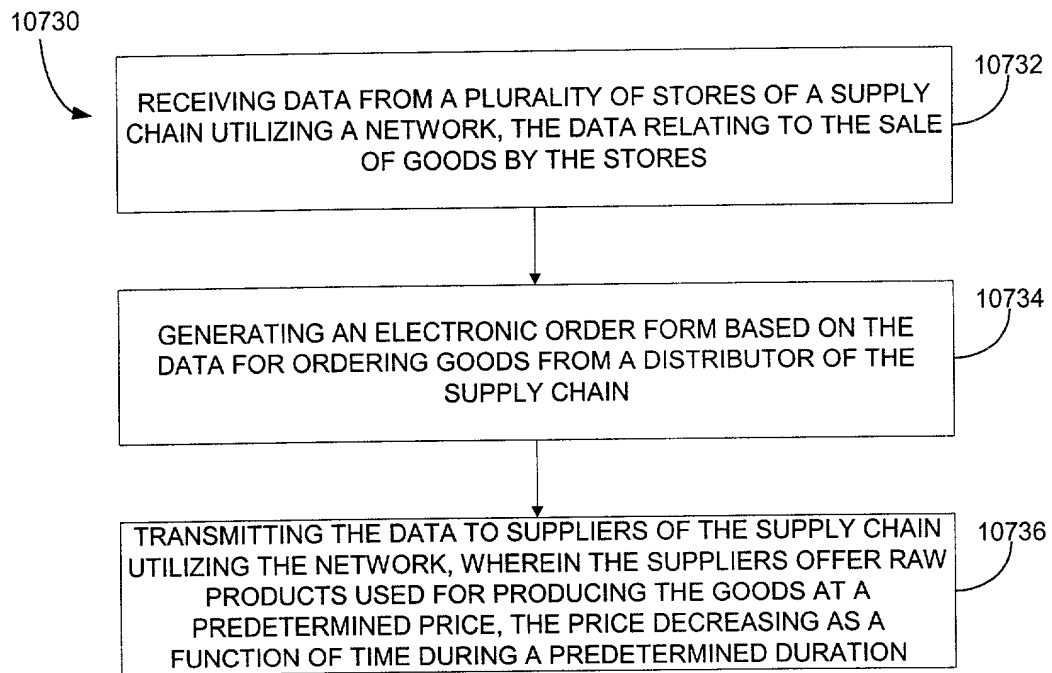


FIG. 107

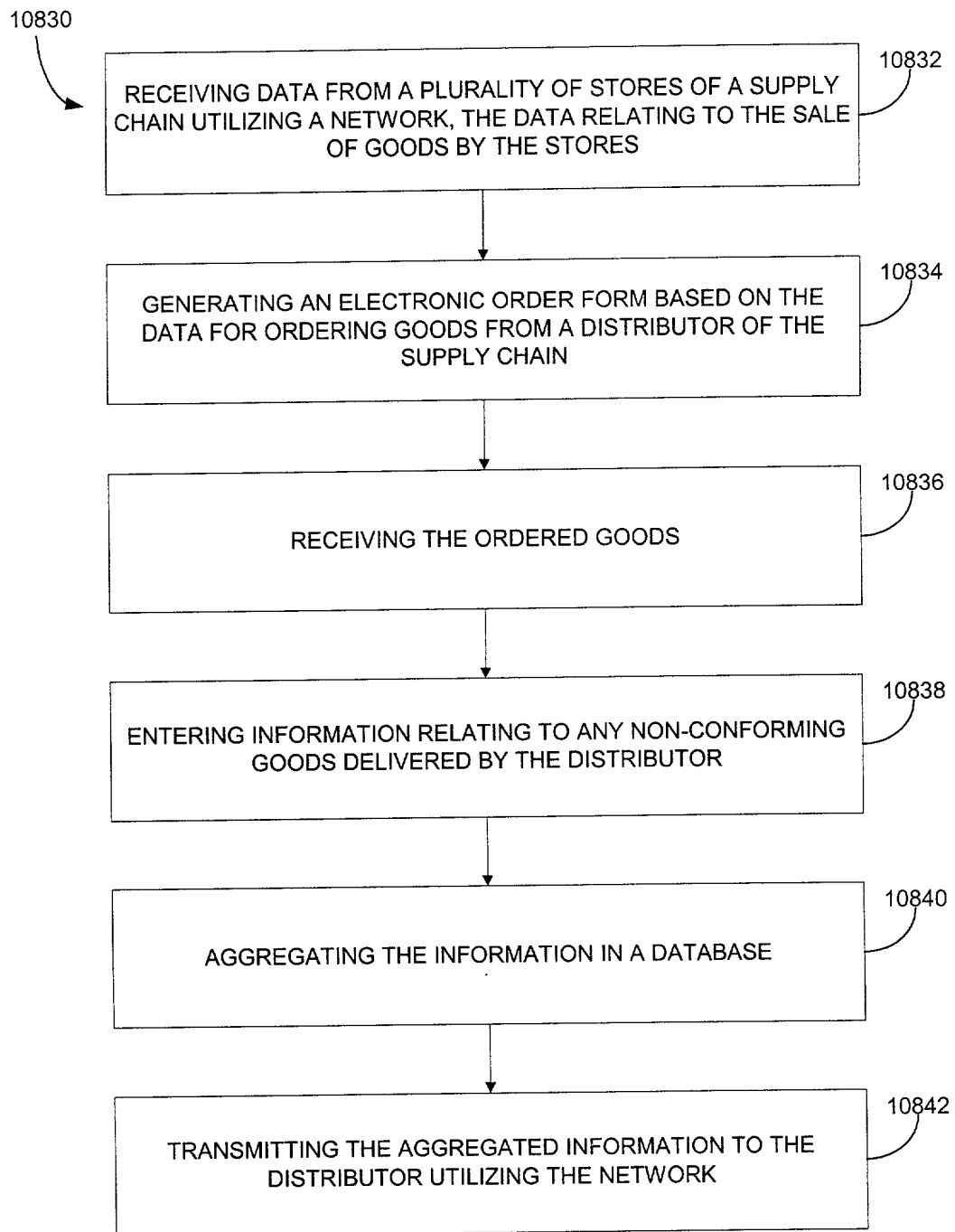


FIG. 108

10900

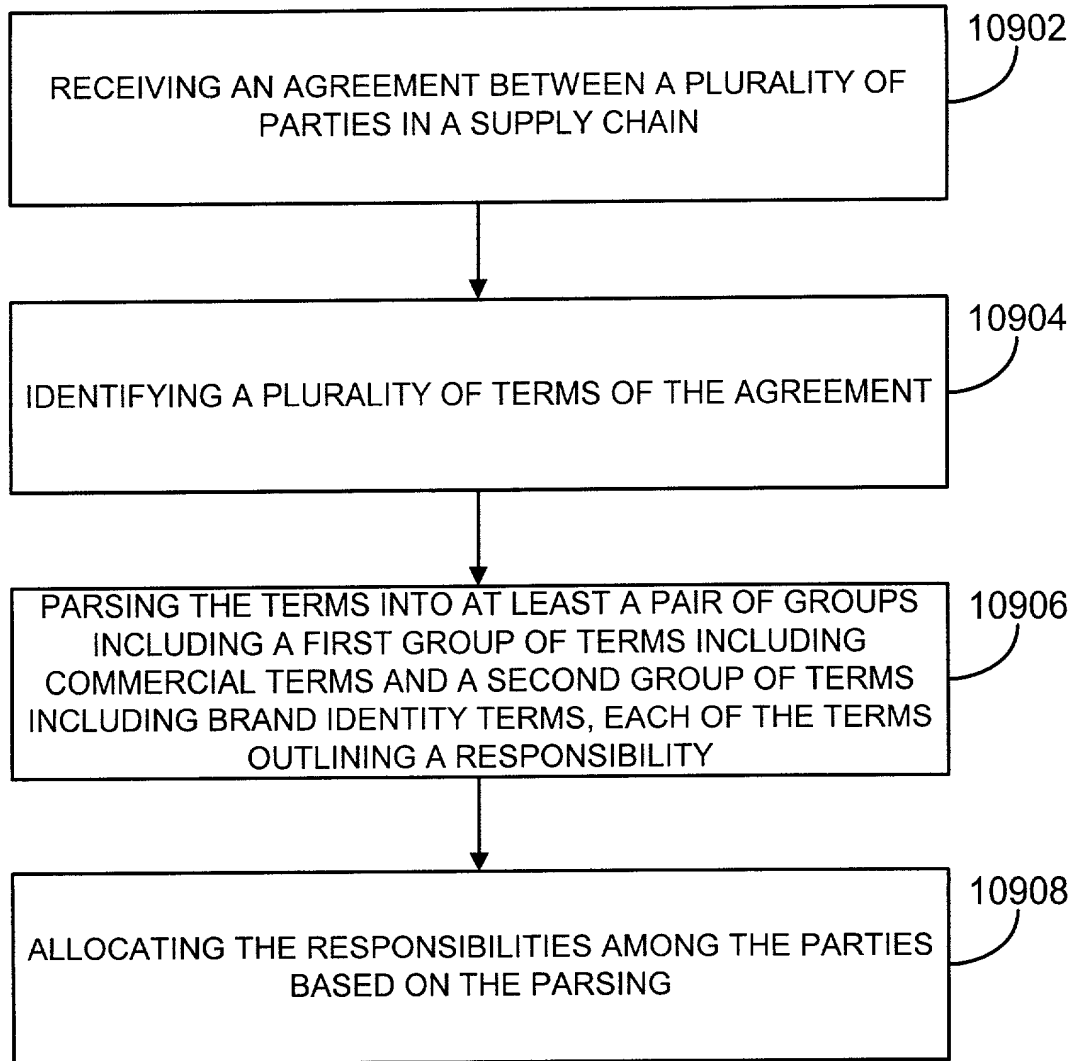


FIG. 109

11000



RECEIVING DATA FROM A PLURALITY OF SUPPLY CHAIN PARTICIPANTS OF A SUPPLY CHAIN UTILIZING A NETWORK, THE DATA RELATING TO THE SALE OF PRODUCTS BY THE SUPPLY CHAIN PARTICIPANTS

11002



DETERMINING PRODUCT SUPPLY PARAMETERS CORRESPONDING TO EACH SUPPLY CHAIN PARTICIPANT BASED ON INFORMATION INCLUDING THE DATA

11004



COMMUNICATING CORRESPONDING PRODUCT SUPPLY PARAMETERS TO AT LEAST ONE SUPPLY CHAIN PARTICIPANT

11006

FIG. 110

11100

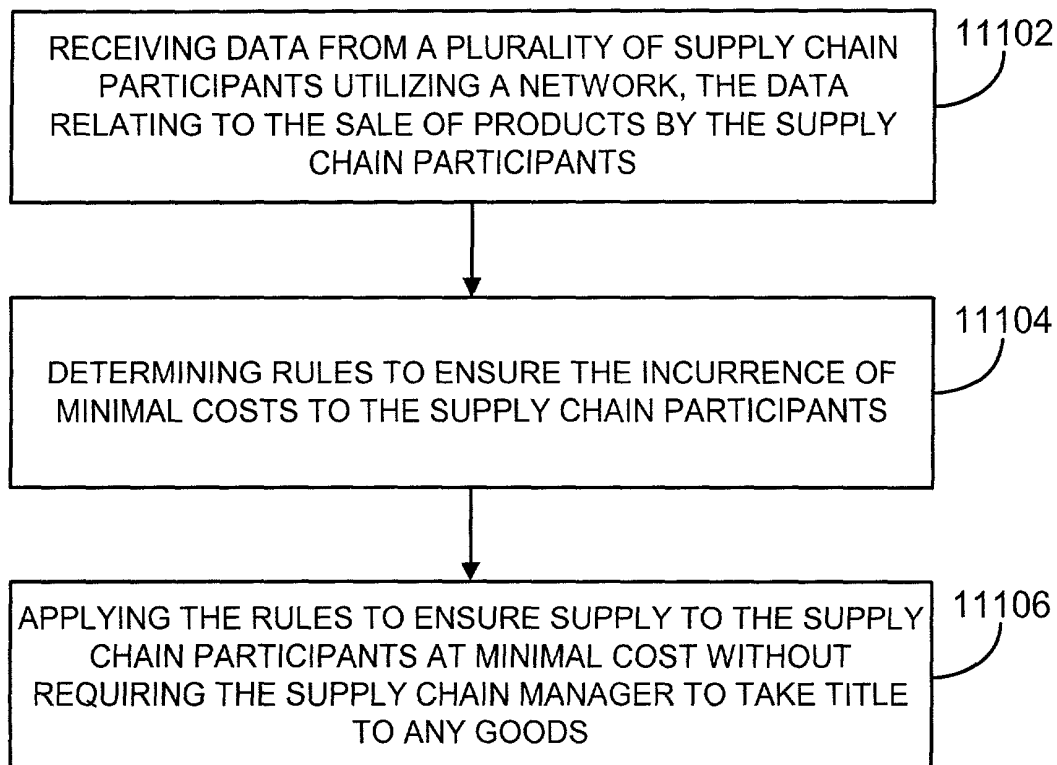


FIG. 111

11200

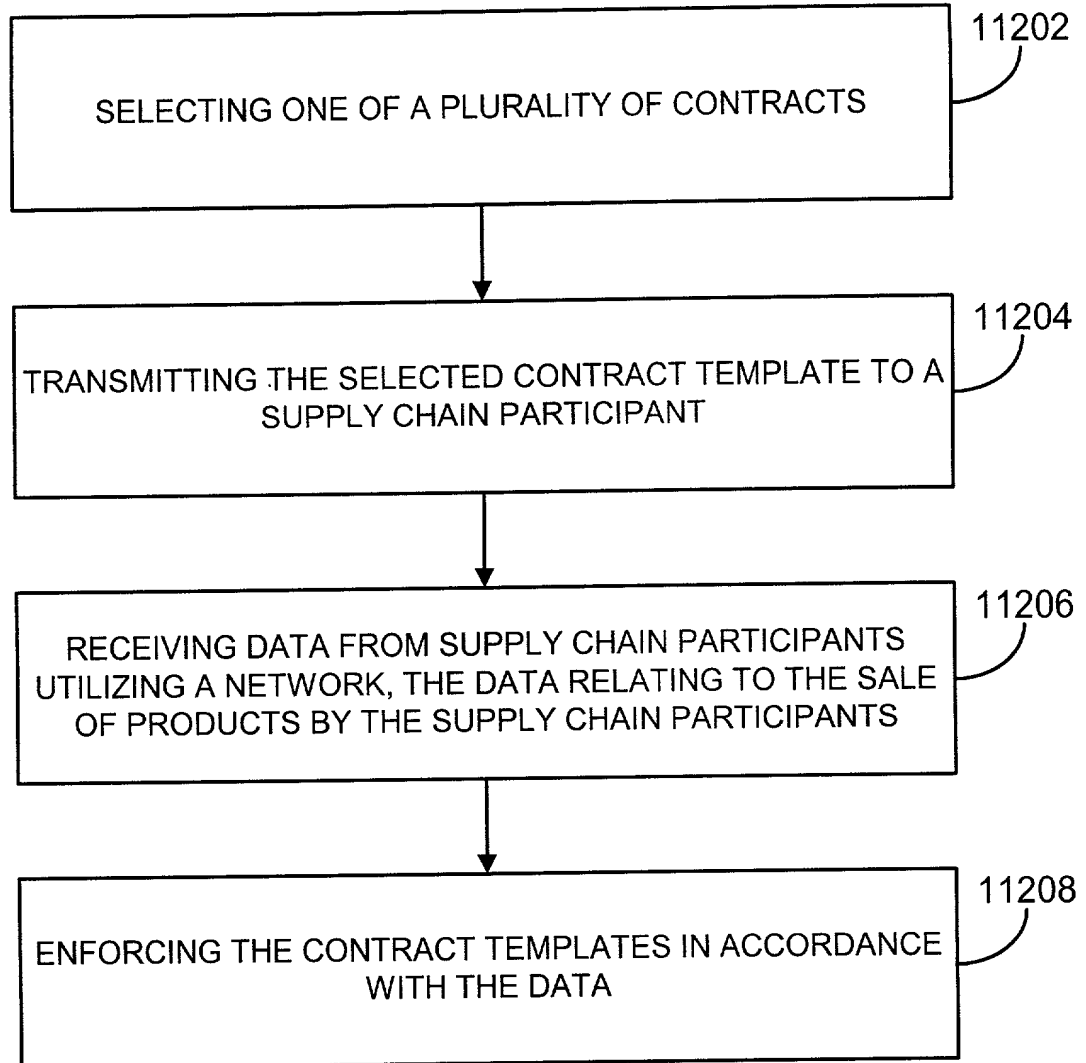


FIG. 112

11300

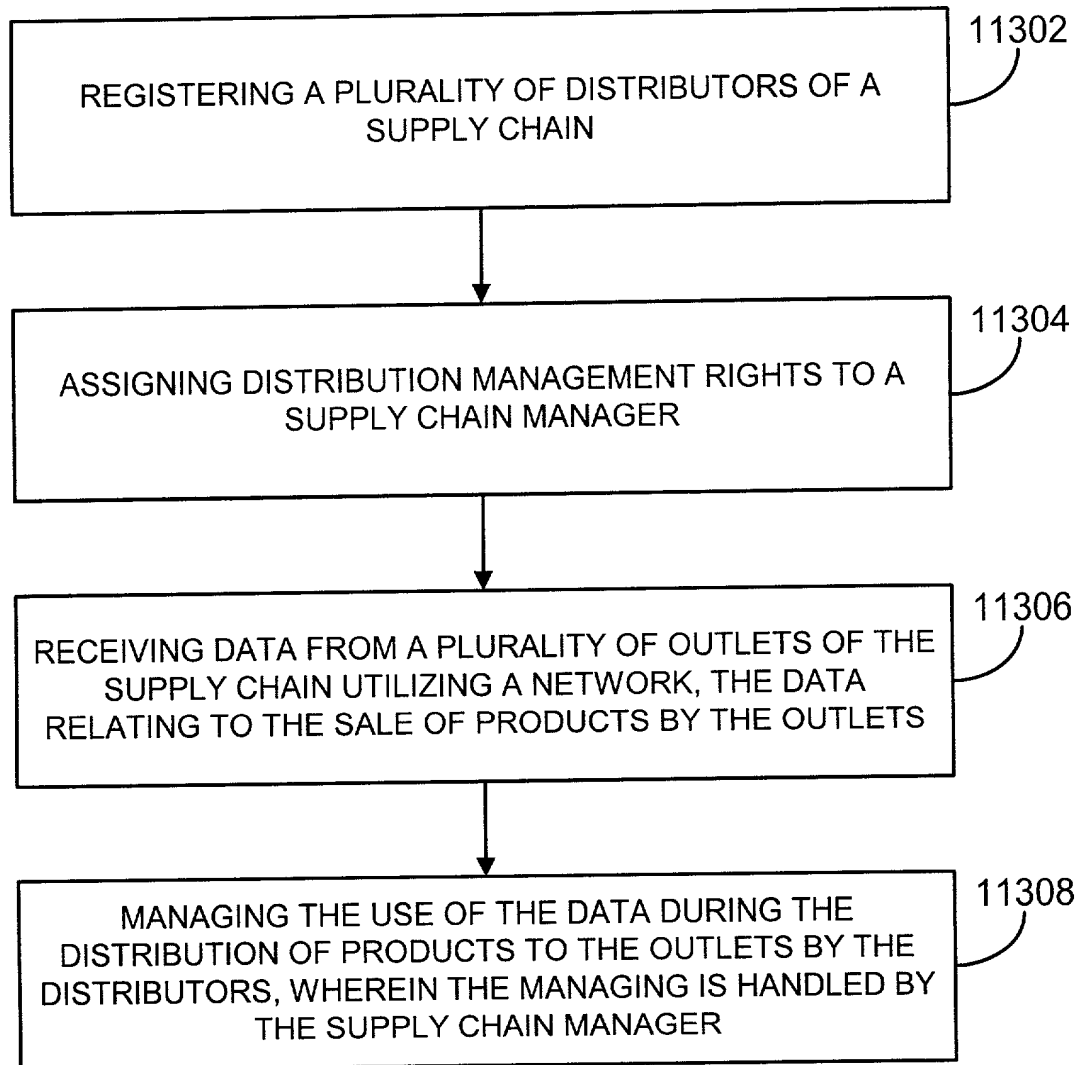


FIG. 113

11400

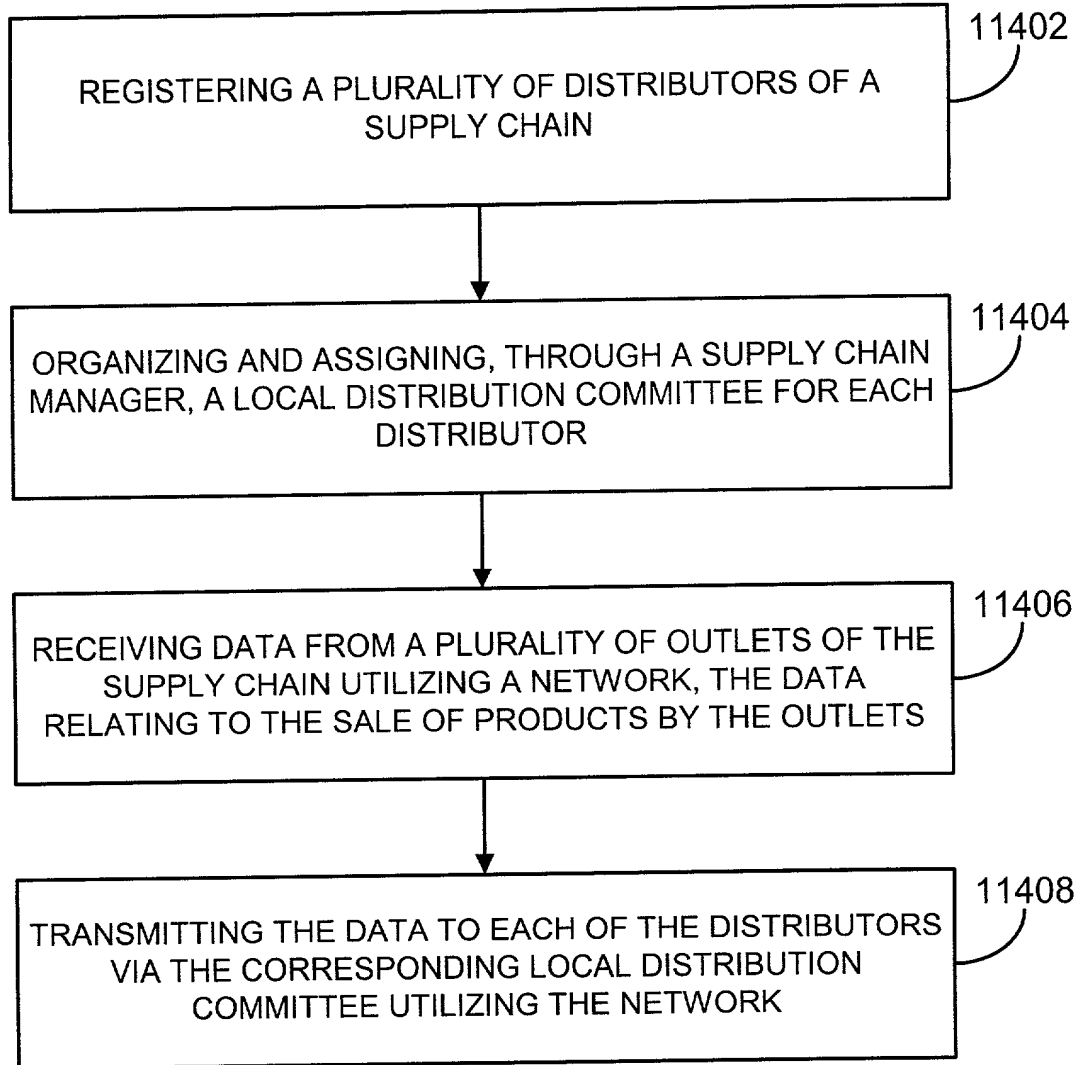


FIG. 114

11500

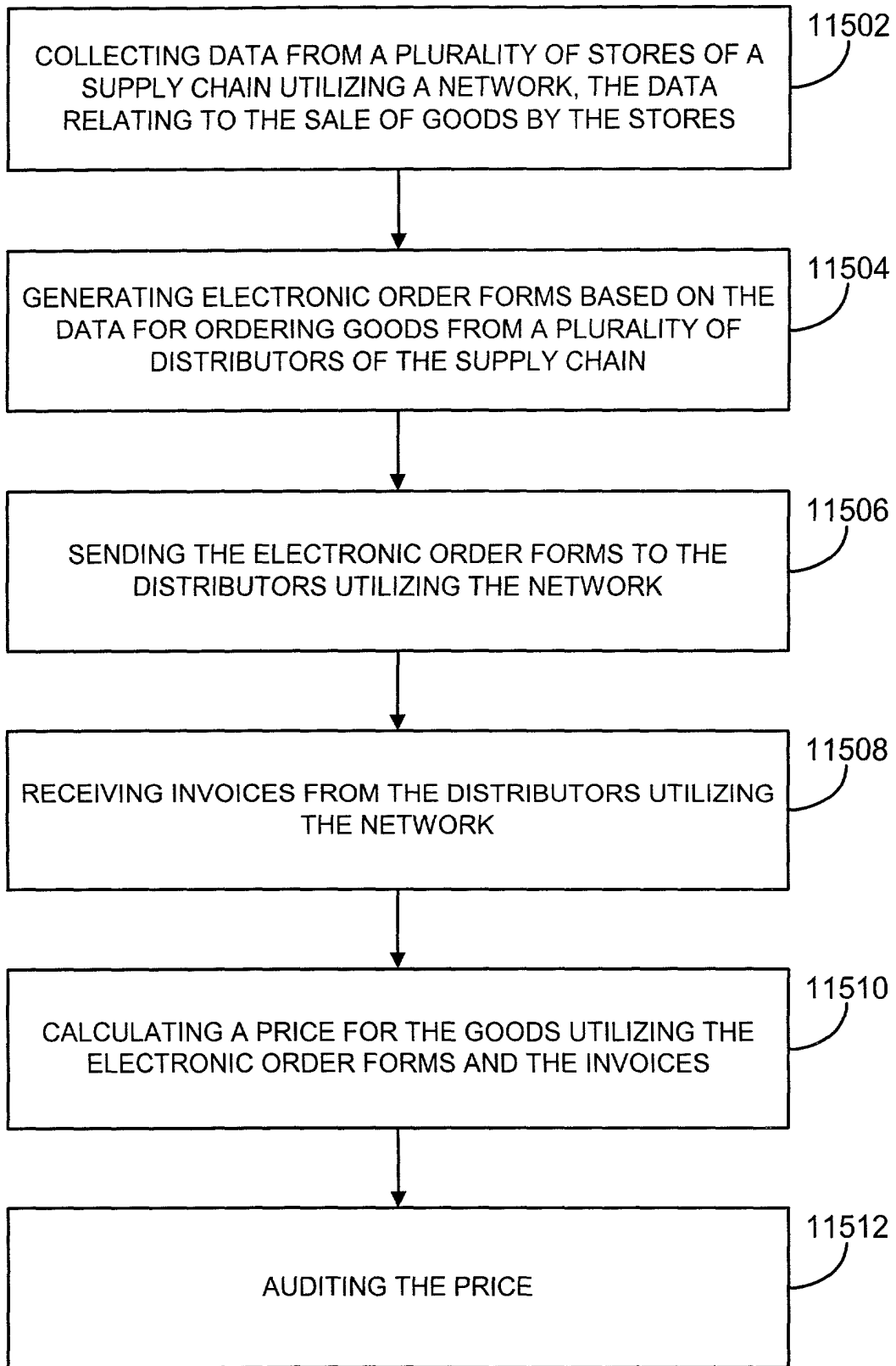


FIG. 115

11600

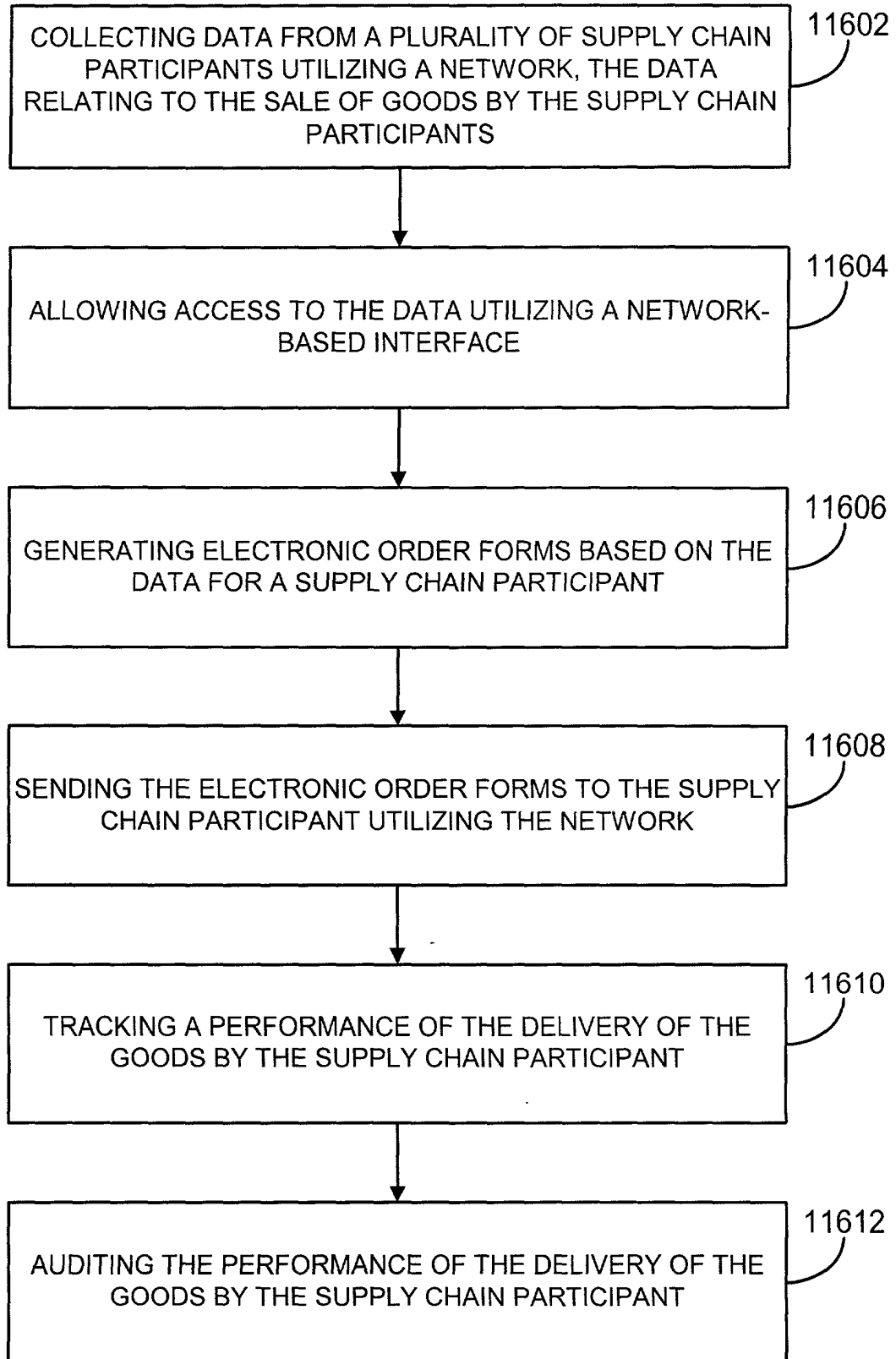


FIG. 116

11700

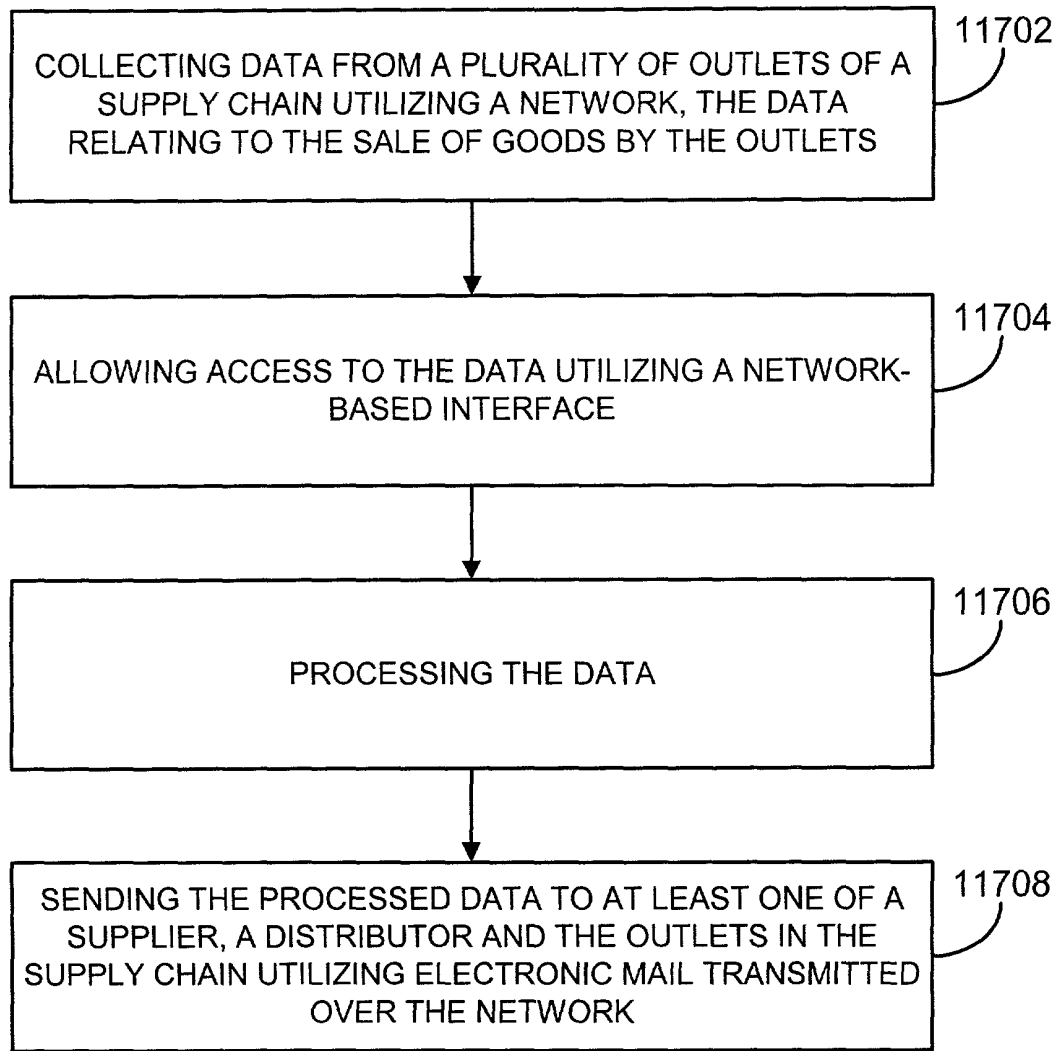


FIG. 117

11800

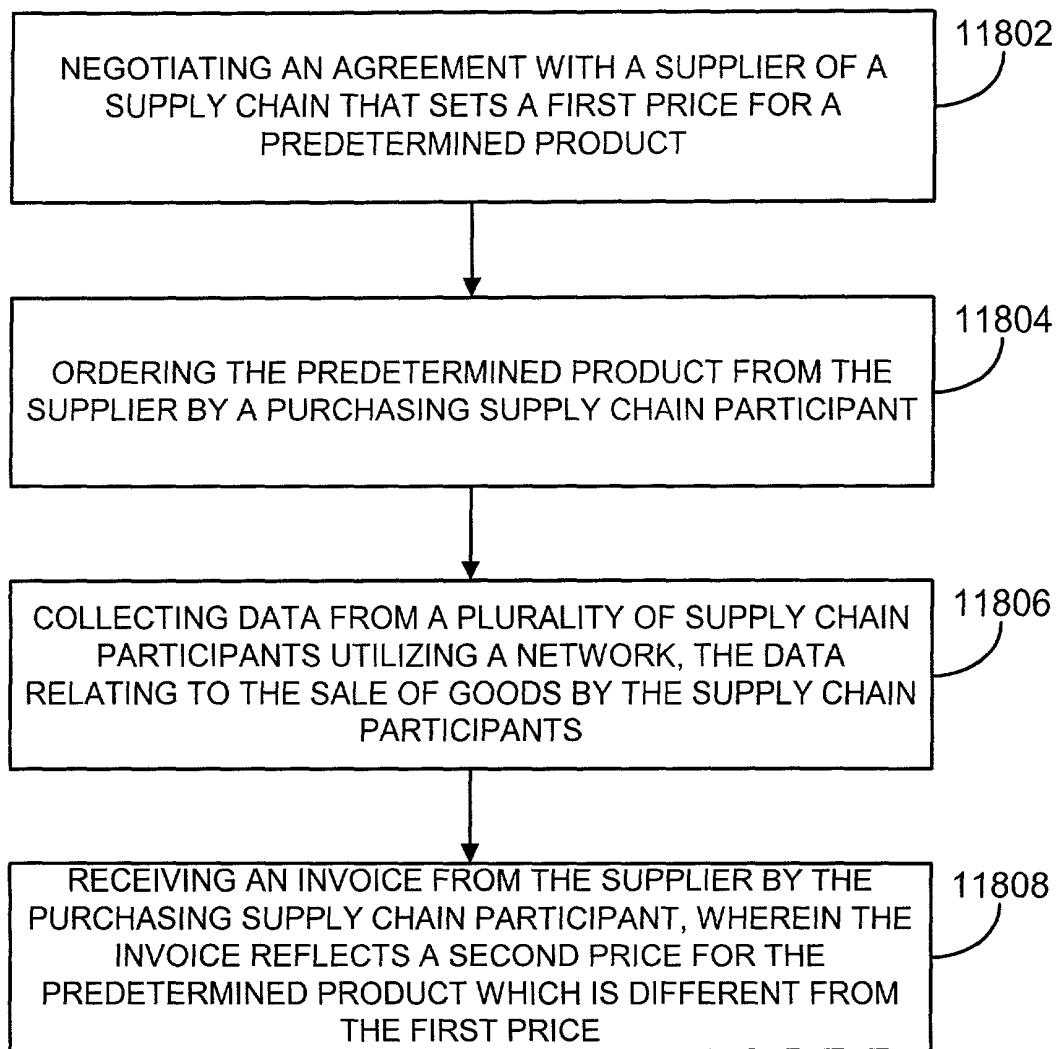


FIG. 118

11900

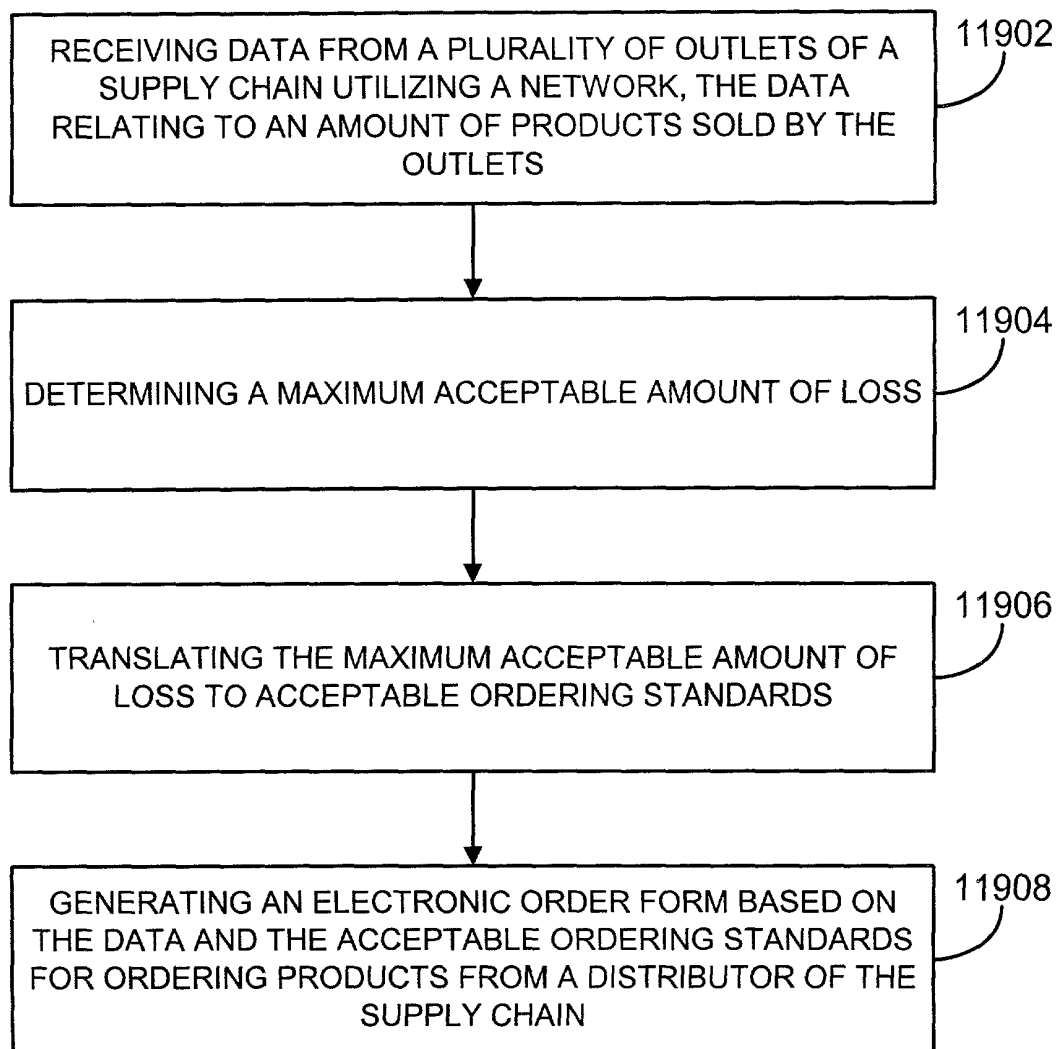


FIG. 119

12000

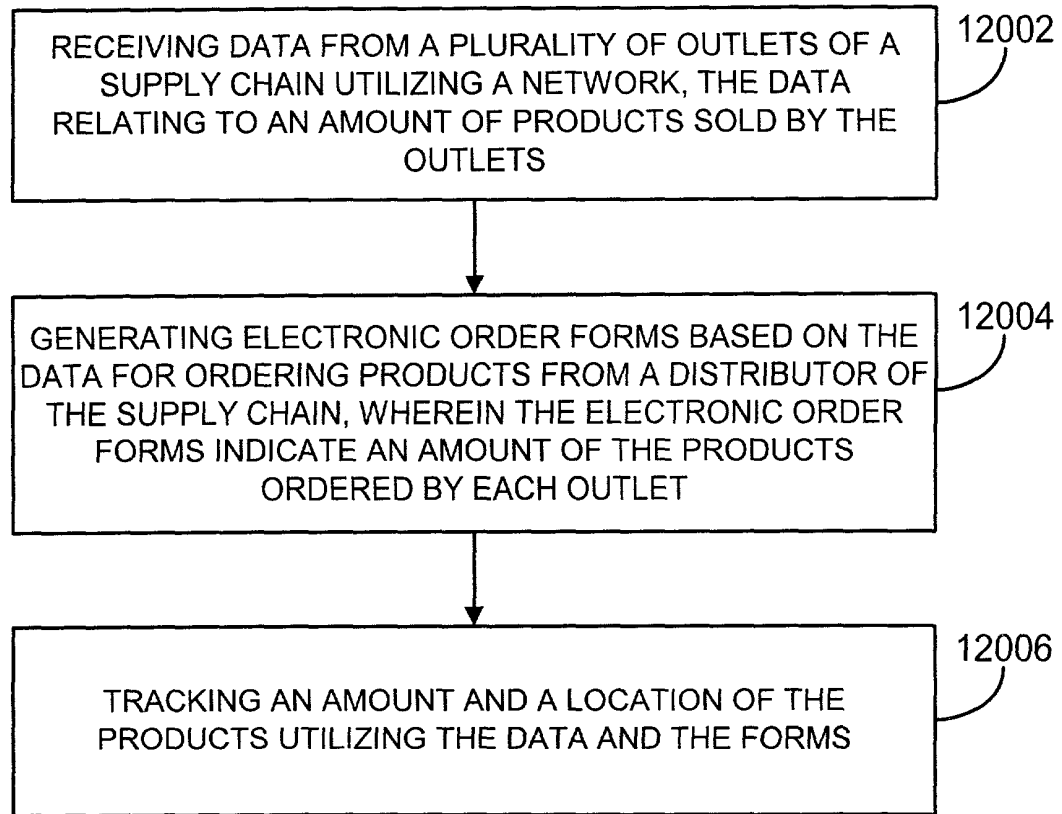


FIG. 120

12100

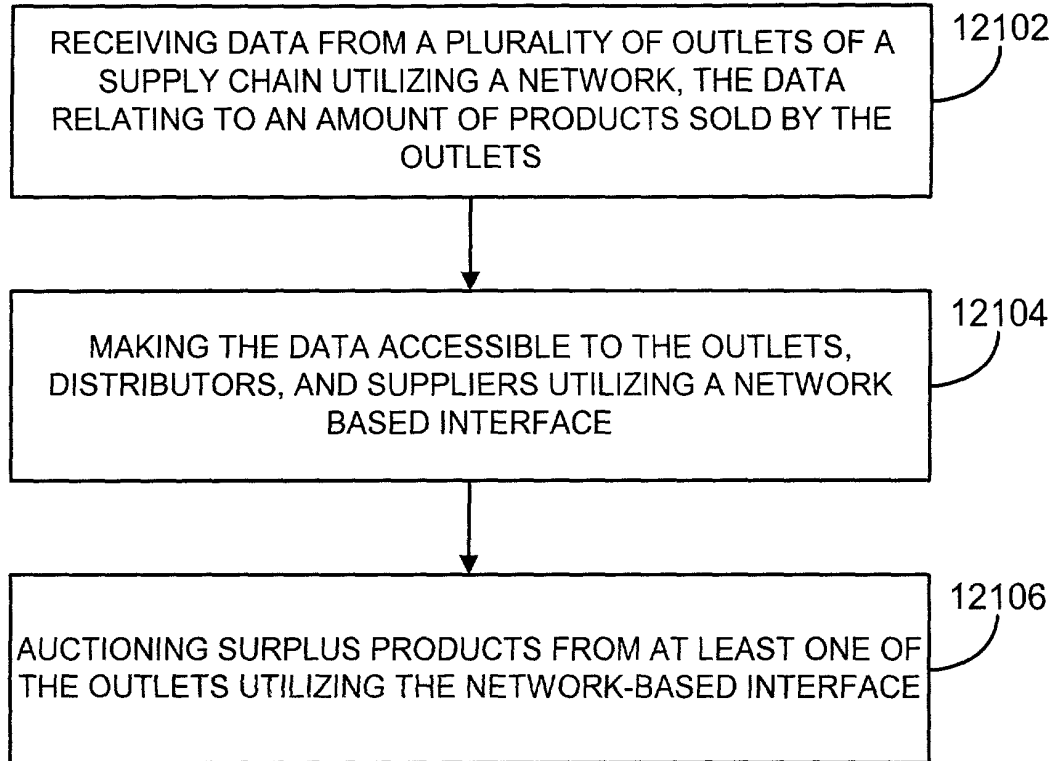


FIG. 121

12200

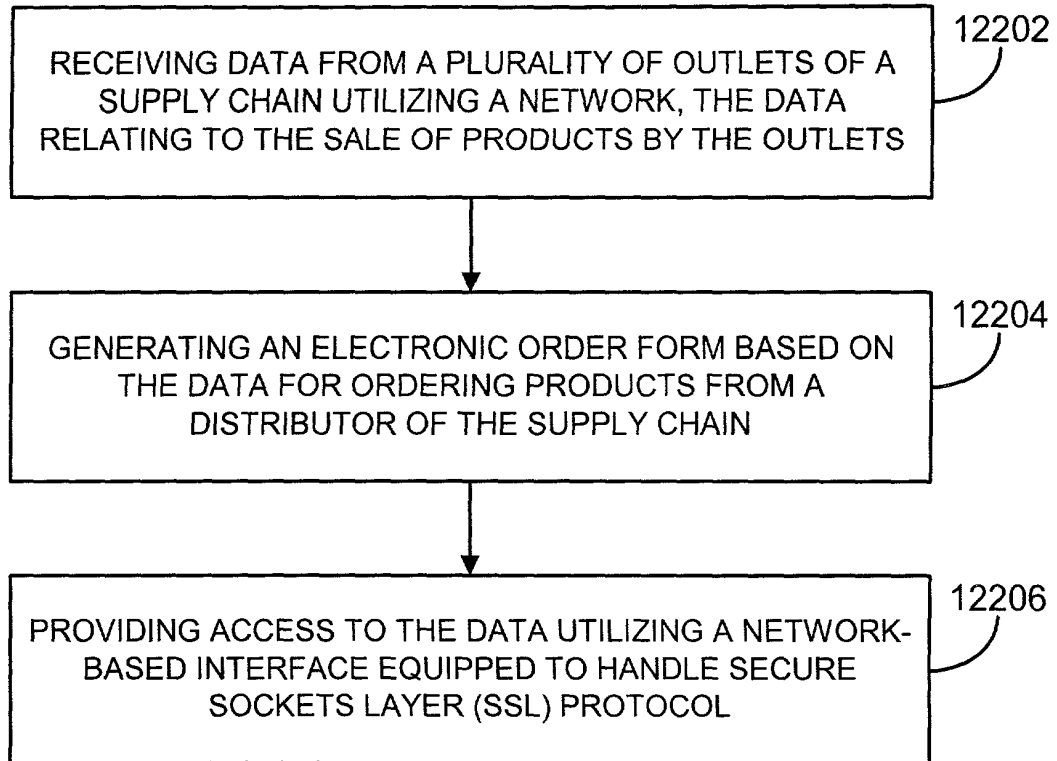


FIG. 122

12300

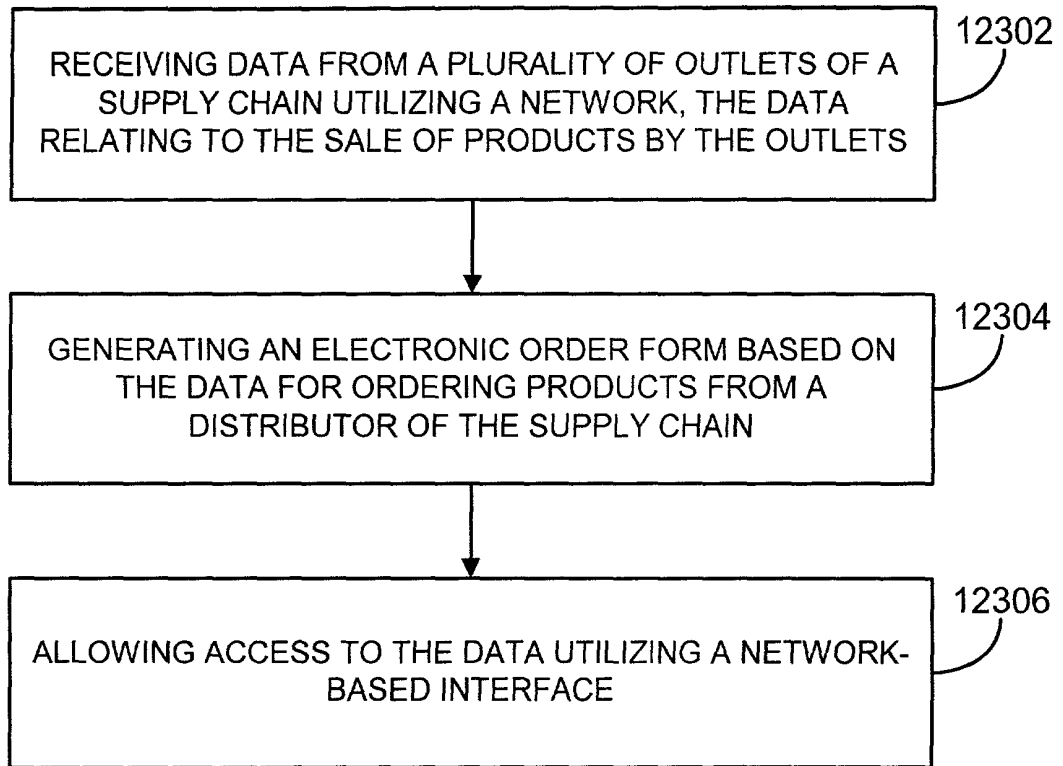


FIG. 123

12400

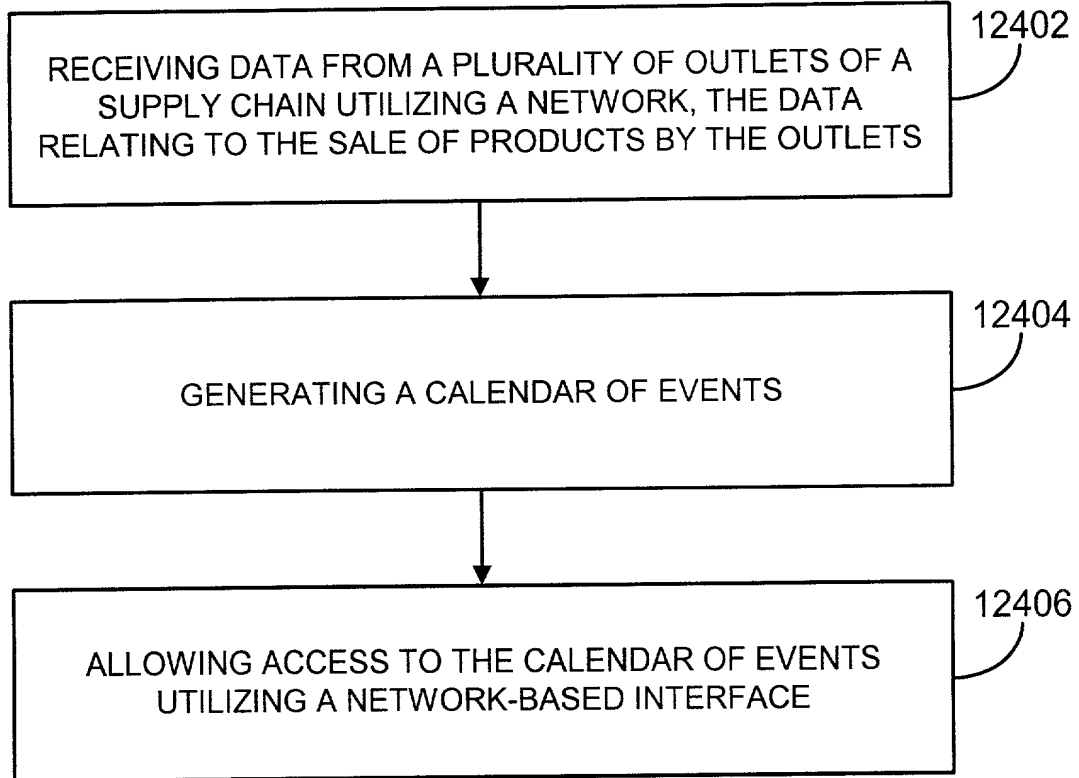


FIG. 124

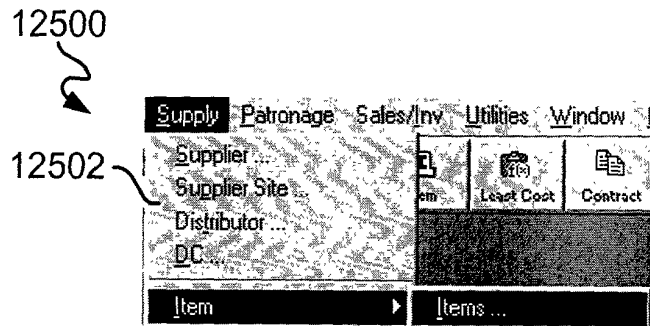


FIG. 125

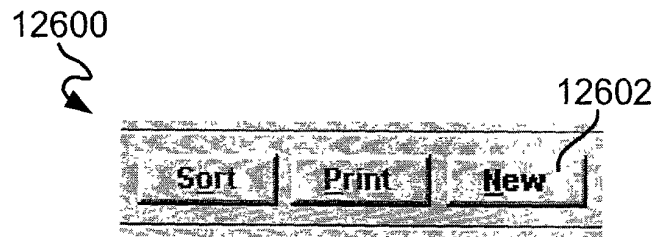


FIG. 126

12700

12702

Item Desc:	<input type="text"/>		
Item Number:		Status Code:	Active
Product Cat Code:	<input type="text"/>	Item Rank:	<input type="text"/>

FIG. 127

12800



Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

FIG. 128

12900



FIG. 129

13000

Supplier Item Desc:		Item No:	
Current:	<input checked="" type="radio"/> Yes <input type="radio"/> No	Tie Qty:	
Items per Case:	5000	High Qty:	
Innerpack Contents:	5/1000	Cases Per Pallet:	
Item Size:		Stacking Allowed:	
Case Length:		Universal Product Code:	
Case Width:		Cases Per Truckload:	1350
Case Depth:		Net Weight:	39.00
Case Dimension U/M:	INCH(S)	Gross Weight:	39.00
Item Cube:	0.95 CUBIC FEET	Weight U/M:	POUND(S)
Item Shelf Life:		Bar Code:	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

FOOED 0685T860

13100

Site Information	Site Id: 17355	Site Role: <i>FOB Shipping Point</i>
Site Name:	TYSON FOODS - NEW HOLLAND, PA	

13102

FIG. 131

13200

Site Information	Site Id: 16	FOB Shipping Point
Name:	AMERISERVE-FARMINGDALE, NY	Railroad Name:
Status:	Active <input type="checkbox"/>	Rail Sidings: <input type="checkbox"/>

FIG. 132

FIG. 131

13300

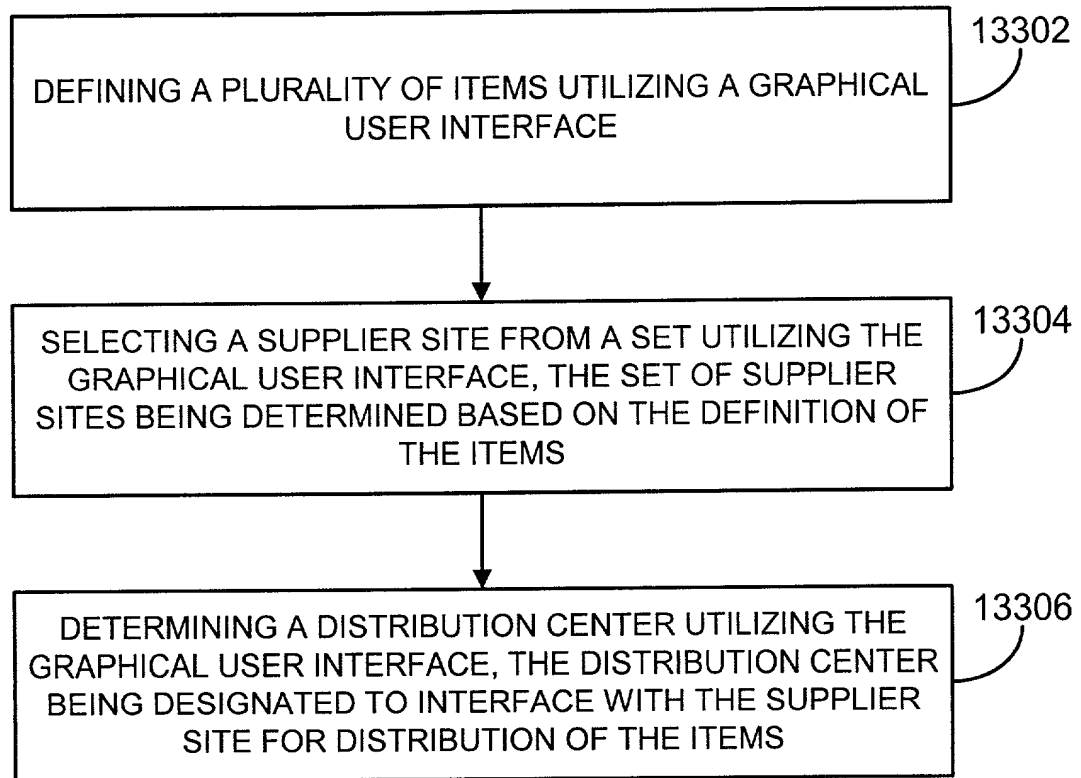


FIG. 133

13400

Item:	WRAP-BACON DOUBLE CHEESEBURGER DELUXE	Begin:	7/1/96	End:	9/1/96	Final:	<input type="checkbox"/>
Override Rules:	<input type="radio"/> Yes <input checked="" type="radio"/> No	Apply By:	Cell <input type="text"/>				

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34.3200	34.3900	0.8400	35.2300
34.3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137

13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S)	Pallet	
1	TRUCKLOAD(S)	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

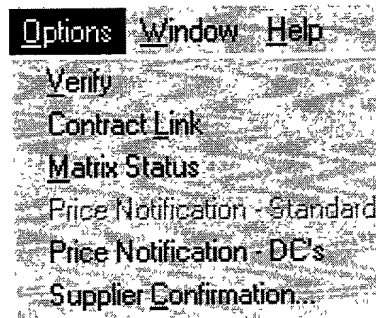


FIG. 141

14300

<u>C</u> ost	<u>E</u> dit / View	F3
<u>C</u> ommodities	New (using previous matrix) ...	F4
<u>V</u> endor Rating	New (build matrix) ...	F5
<u>C</u> ontract Management	Multi Item Price Notification ...	

FIG. 143

14400

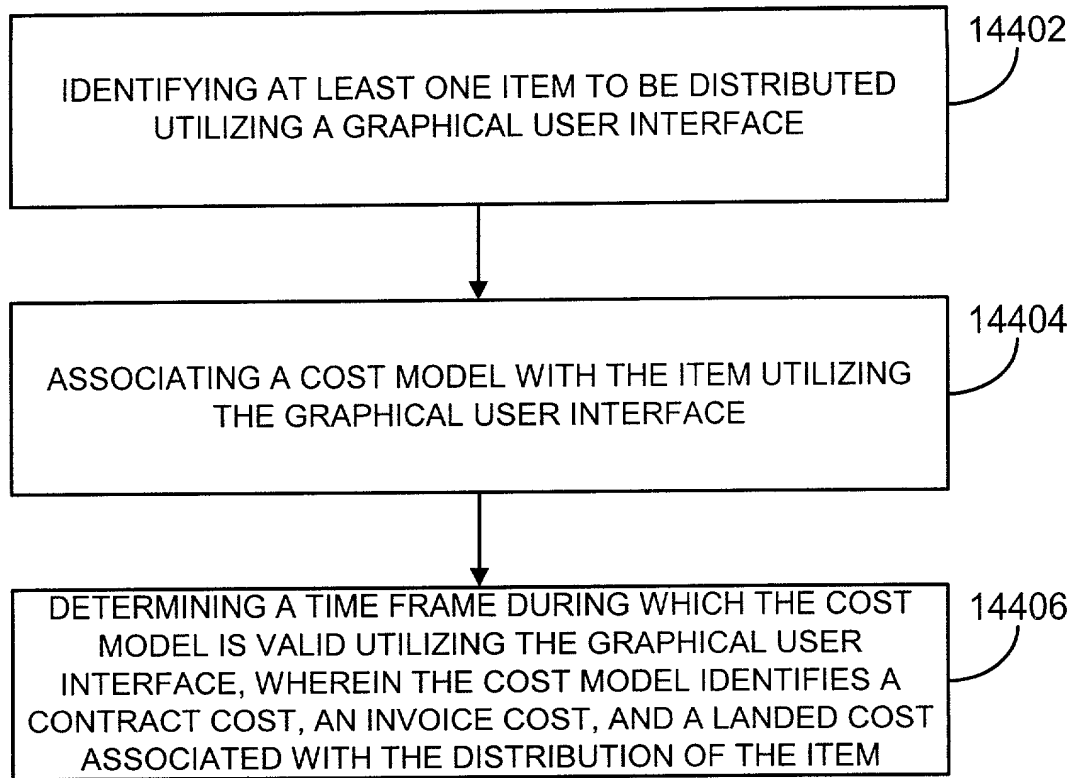


FIG. 144

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS
Initial Buyer Name: Jamie Hersh
Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98
Contract End Date: 12/31/02
Execution Date: 5/15/98
Effective: Shipment Date
Payment Terms: Net 10

FIG. 147

14800

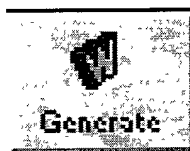


FIG. 148

14900



FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ.	<input type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200

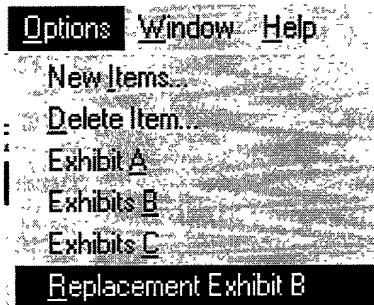


FIG. 152

15300



FIG. 153

15400

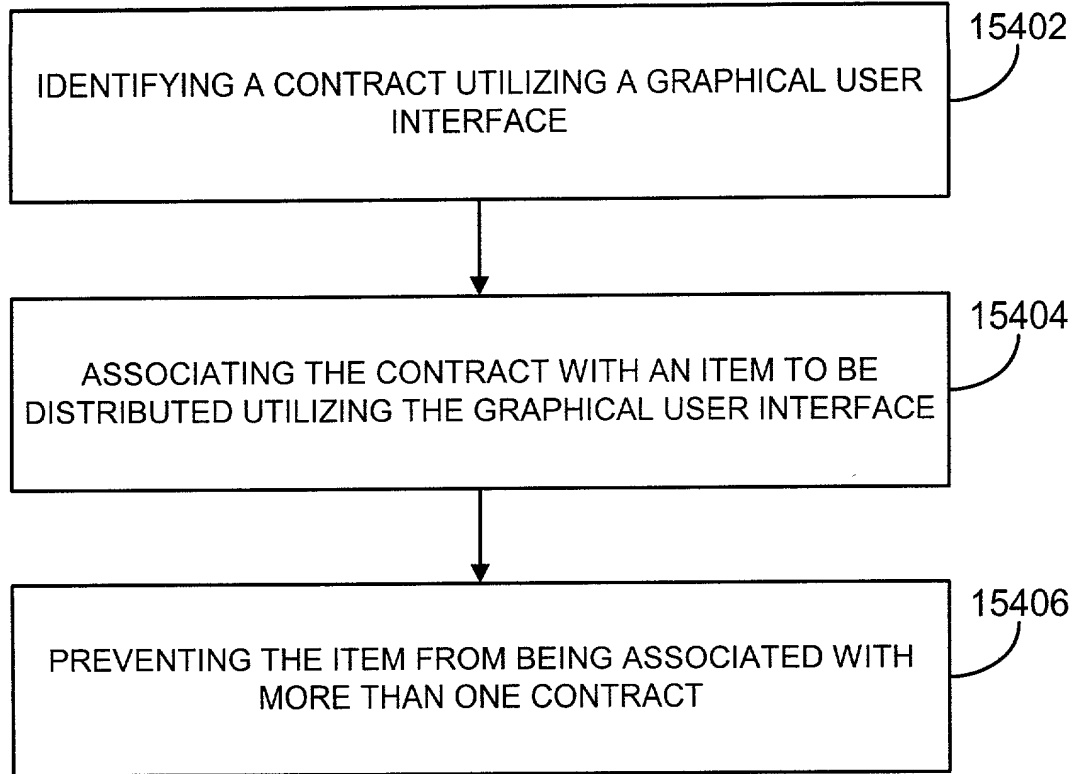


FIG. 154

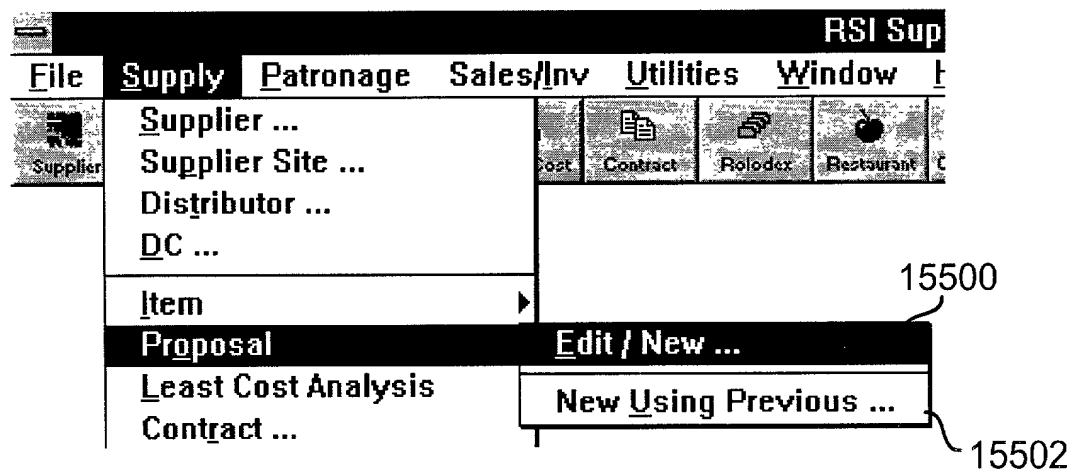


FIG. 155

15600



Proposal - Foam Hot Cups & Polystyrene Lids		
Main Info	Items	Suppliers
DCs	FOB Price	DC/Rest.
Usage	Templates	View Bid
Proposal Information		
Proposal ID:	1021	Proposal Due Date: 06/12/97
Proposal Name:	Foam Hot Cups & Polystyrene Lids	Contract Begin Date: 07/01/97
Buyer Name:	Dennis Clabby	Contract End Date: 06/30/98
Actions		
#	Date	Action Description
1	05/28/97	Sent this bid to Dart and also sent a request for information to WmCup.

FIG. 156

FOE20" 0E85T860

15700



FIG. 157

FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid

Search Query Reset

Query Values

Item Description
CUP-HOT

2 Rows Selected

Item Description
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

> >> << <

FIG. 158

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | **Items** | Suppliers | DCs | FDB Price | DC/Rest | Usage | Templates | Recreate Bid

Search Query Reset

6 Rows Found

Item Description	Quantity
CUP-HOT 12 OZ (PAPER)	DRY
CUP-HOT 16 OZ (PAPER)	DRY
CUP-HOT 8 OZ (PAPER)	DRY

15902

>

15904 ~ >>

<<

<

5 Rows Selected

Item Description
CUP-HOT 12 OZ (DRY)
CUP-HOT 16 OZ (500 CT) (DRY)
CUP-HOT 8 OZ (DRY)
LID-HOT 12/16 OZ (DRY)
LID-HOT 8 OZ (DRY)

15906

15908

FIG. 159

16000

Main Info	Items	Suppliers	DCs	FOB Price	DC/Rest	Usage	Templates	Recreate Bk
-----------	-------	-----------	-----	------------------	---------	-------	-----------	-------------

Select The Appropriate FOB Price Component Worksheet For Each Item

Item Description	FOB Price Component
MAYO-BULK	<div>Mayonaise Components</div> <div>(None Selected)</div> <div>Generic FOB Pricing</div> <div>Mayonaise Components</div>

FIG. 160

16100

Item	Growth %	Gross Wgt.	Item Cube	Contract Period
CHICKEN-BK BROILER	5.00%	32	1.26	09/01/97 to 12/31/97
CHICKEN-PATTY	7.00%	37.00	1.09	
CHICKEN-TENDERS	0.00%	25.00	1.06	

Distribution Center	Previous Case Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Unit Usage	
POST-ALBUQUERQ	576	30	99.34%	6.03	5.00%	755	
POST-DENVER	833	39	99.05%	6.68	5.00%	1,083	
POST-SALT LAKE	116	2	80.00%	5.46	5.00%	37	

FIG. 161

FOOD SERVICE

16200

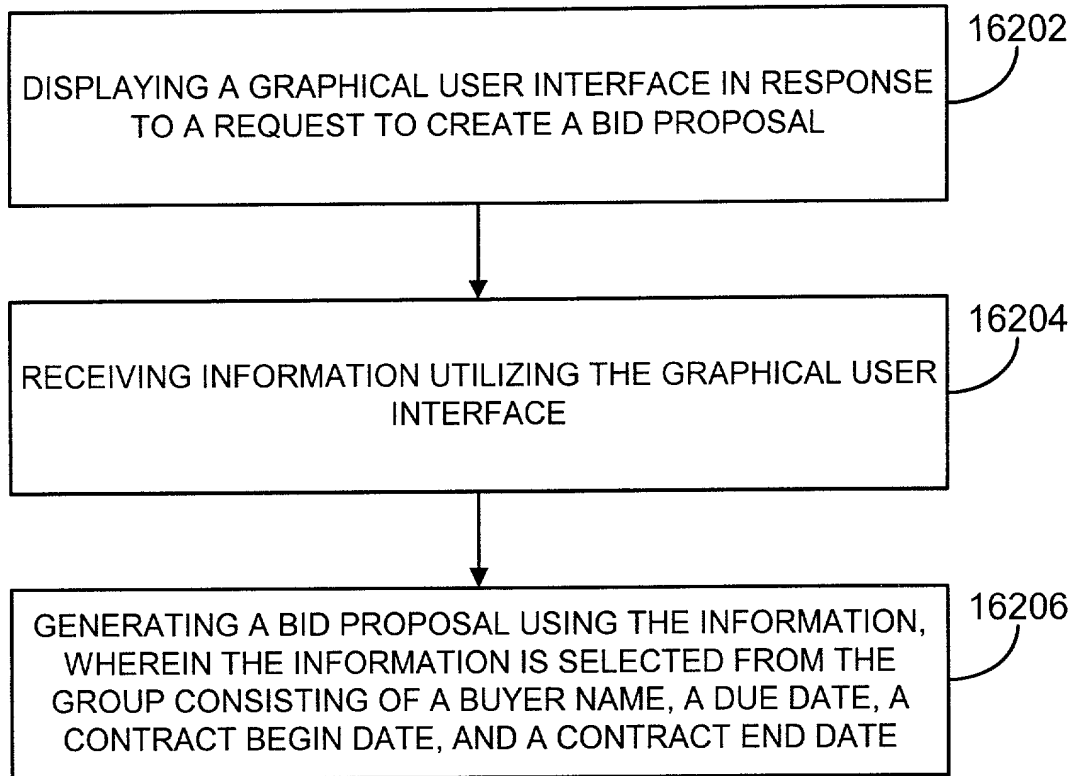


FIG. 162

16300



FIG. 163

16400



	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
Bid Proposal Cover Letter		?	Y
General Terms and Conditions		?	N
Usage Estimates	?		N
Supplier Facility Worksheets	?		N
Item Information Worksheets	?		N
Sample Supply Agreement		?	N
BK Specification Request		?	N
FOB Price Component		?	Y
Truckload Freight Worksheet	?		N
LTL Freight Worksheet	?		N

FIG. 164

16500

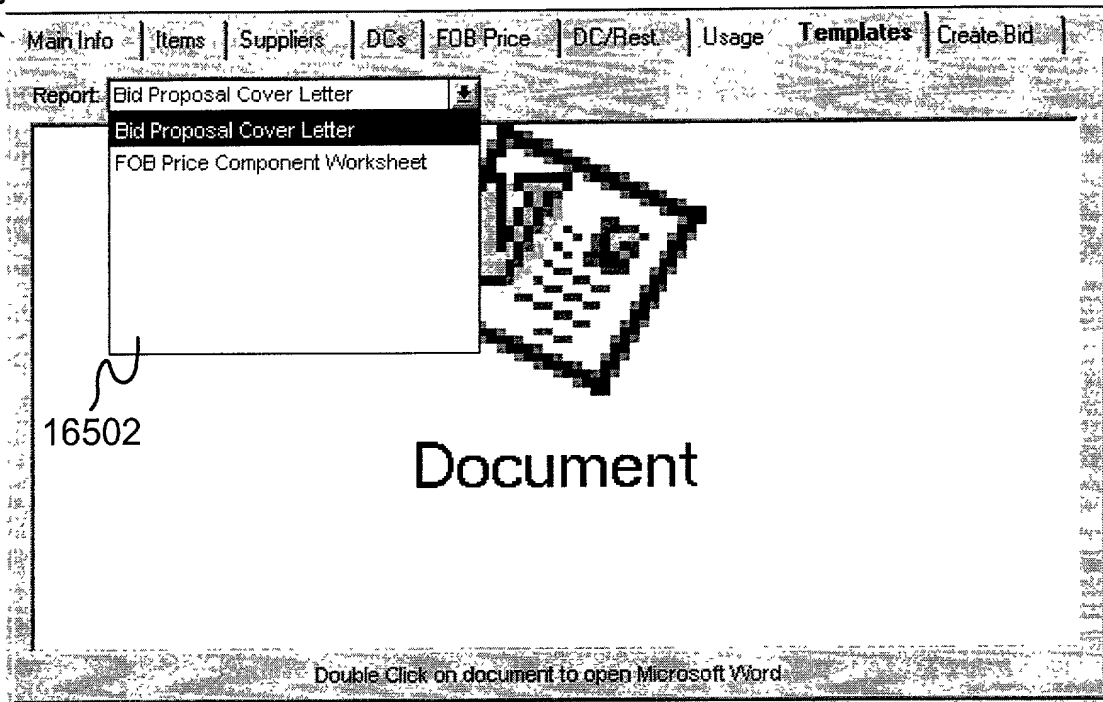


FIG. 165

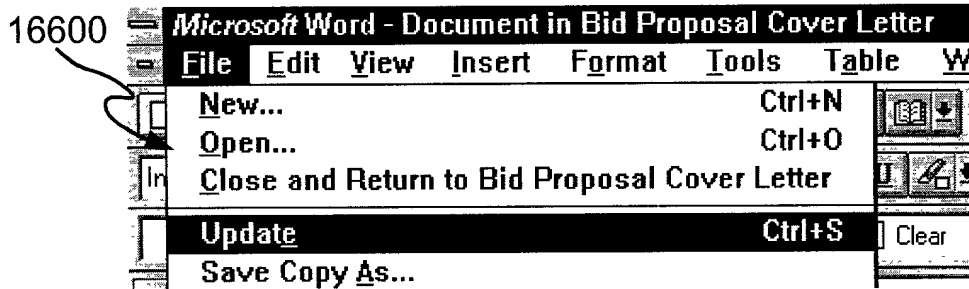


FIG. 166

16700

Main Info | Items | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | Create Bid

Bid Proposal Sent

Bid Proposal Will Include Checked Documents

General	Cost
Bid Proposal Cover Letter <input checked="" type="checkbox"/>	FOB Price Component Worksheet <input checked="" type="checkbox"/>
General Terms & Conditions <input checked="" type="checkbox"/>	Truckload Freight Worksheet <input checked="" type="checkbox"/>
Usage Estimates <input checked="" type="checkbox"/>	LTL Freight Worksheet <input checked="" type="checkbox"/>
Supplier Facility Worksheet <input checked="" type="checkbox"/>	
Item Information Worksheet <input checked="" type="checkbox"/>	
Sample Supply Agreement <input checked="" type="checkbox"/>	
BK Specification Request <input checked="" type="checkbox"/>	

* LTL Freight Worksheet will be printed by system if necessary

Blank Sheets
Supplier Facility Worksheet <input checked="" type="checkbox"/>
Item Information Worksheet <input checked="" type="checkbox"/>
FOB Price Component Worksheet <input checked="" type="checkbox"/>
Truckload Freight Worksheet <input checked="" type="checkbox"/>
LTL Freight Worksheet <input checked="" type="checkbox"/>

FIG. 167

16800

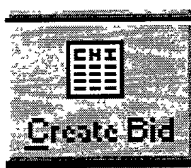


FIG. 168

16900

Report: 7/2/97

Item Information Worksheet	Supplier: (all)
Bid Proposal Cover Letter	
FOB Price Component Worksheet	
General Terms & Conditions	
Item Information Worksheet	Restaurant Services, Inc.
LTL Freight Worksheet	Item Information Worksheet
Sample Supply Agreement	ATTY
Supplier Facility Worksheet	DS

FIG. 169

17000

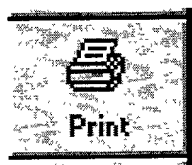


FIG. 170

17100



FIG. 171

17200

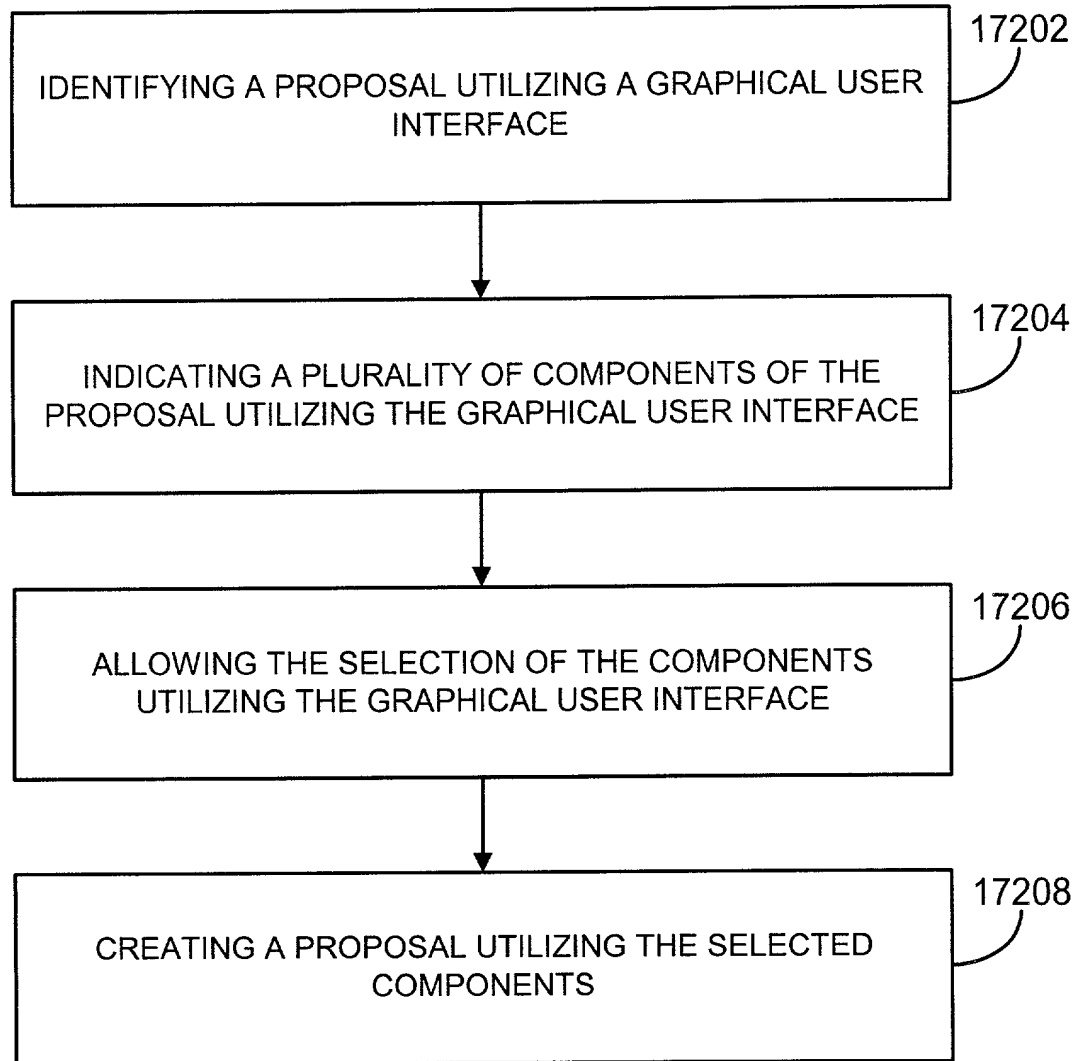


FIG. 172

17300

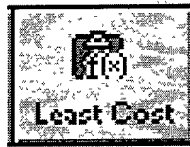


FIG. 173

17400

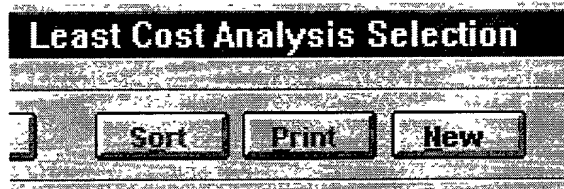


FIG. 174

17500

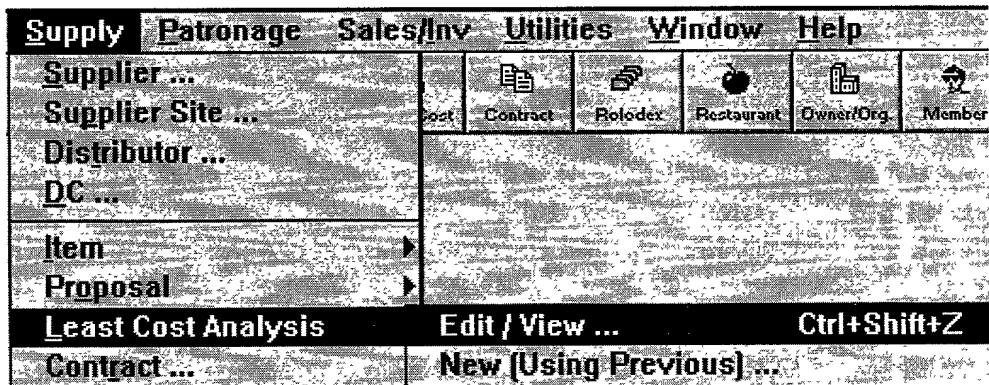


FIG. 175

Bid Proposal Name:	(None)
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600



FIG. 176

0944930 032301
FOED 0887850

17700



SELECTING BETWEEN A PLURALITY OF OPTIONS UTILIZING
A GRAPHICAL USER INTERFACE, EACH OPTION
CORRESPONDING TO A SEPARATE TECHNIQUE OF
CREATING AN ANALYSIS

17702



GENERATING A NEW ANALYSIS UPON THE SELECTION OF A
FIRST OF THE OPTIONS

17704



EDITING A PREVIOUS ANALYSIS UPON THE SELECTION OF
A SECOND OF THE OPTIONS

17706



INTEGRATING A BID PROPOSAL WITH AN INTEGRATED
ANALYSIS UPON THE SELECTION OF A THIRD OF THE
OPTIONS

17708

FIG. 177

17800

Analysis Name: Hash Brown Actual
 Analysis ID: 1036
 Buyer: Dennis Clabby
 Period of Agreement: 10/1/97 THRU 9/30/98
 Unit Of Measure: CASE(S)

FIG. 178

17900

Version (1) of (9) Base version

What is the max # of FOB points to allocate to each DC ? One FOB

What is pricing method for this version ? FOB + Freight

What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000

Override RDC Truckload Validation? No

Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

18000

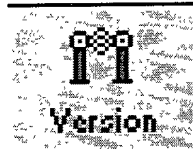


FIG. 180

18100

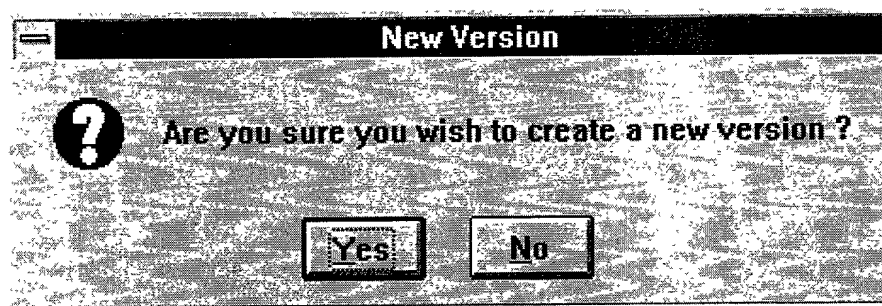


FIG. 181

FIG. 180

18200

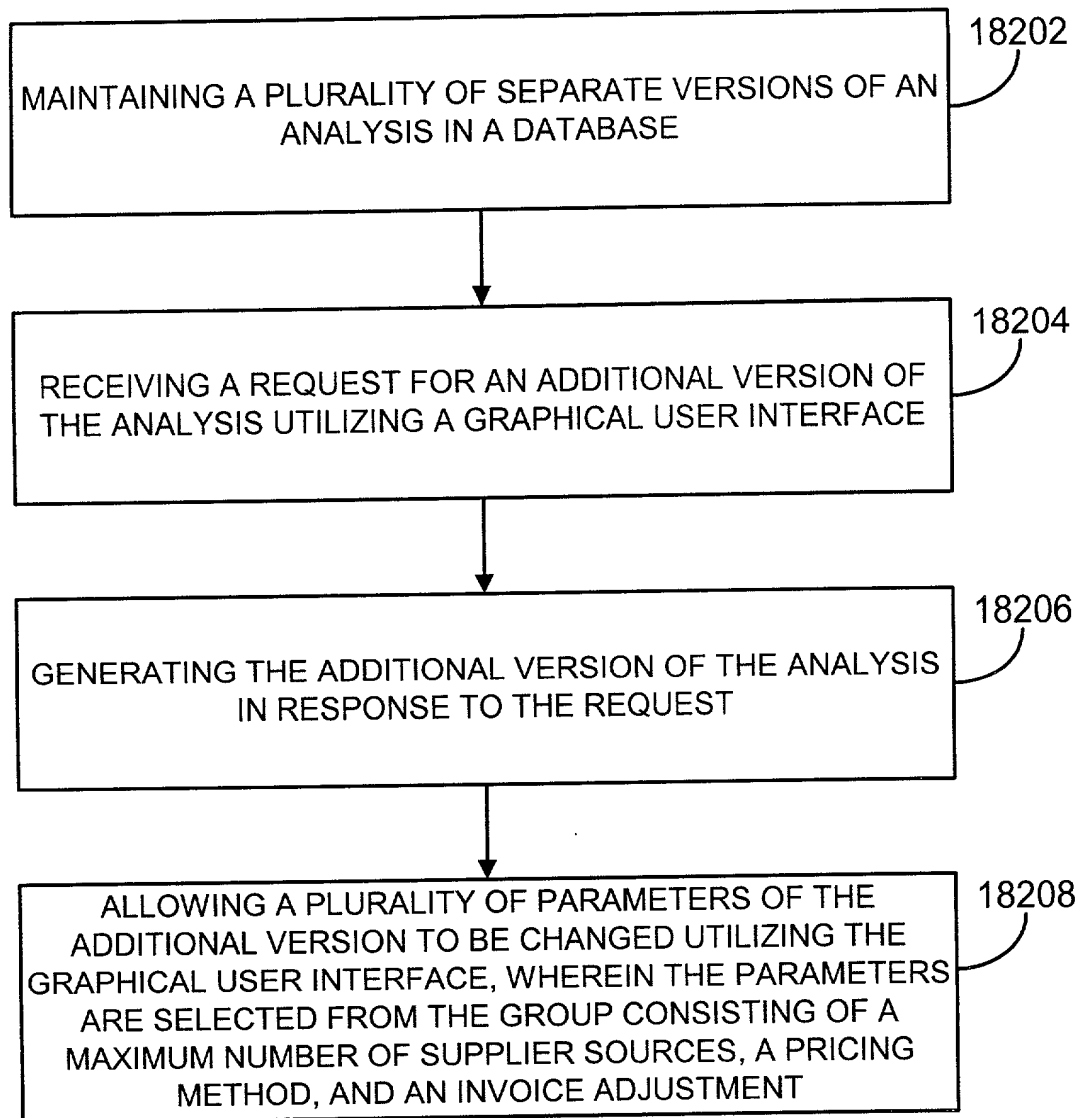


FIG. 182

FIG. 183

18300



Search Query Reset

Query Values 7 Rows Selected

Supplier FOB		Supplier FOB
DOP		DOPACO-DOWNTOWN, PA
	>	DOPACO-KINSTON, NC
	>>	DOPACO-ST CHARLES, IL
		DOPACO-STOCKTON, CA
		IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400



Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184

FOOD 0631850

18500

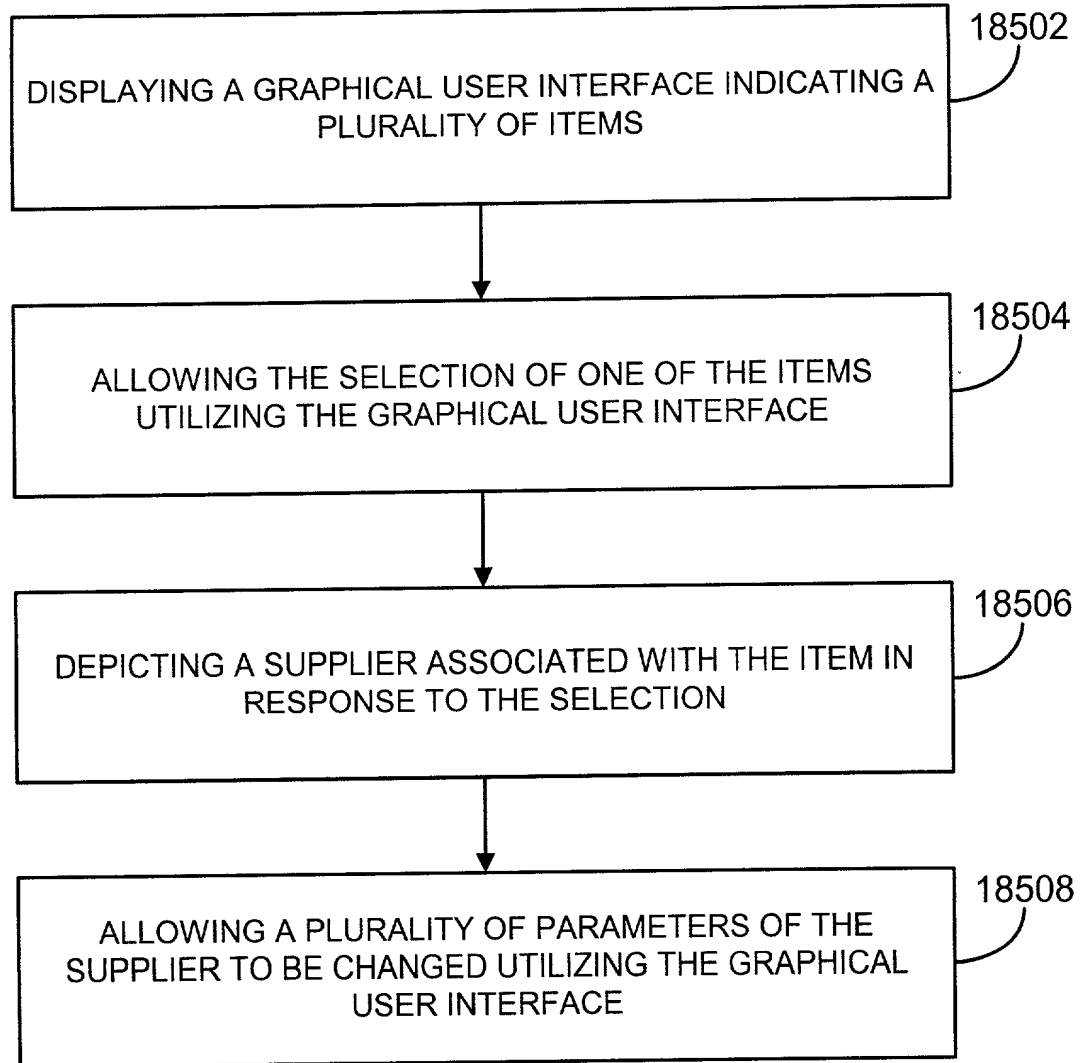


FIG. 185

Table 1. Demographic characteristics of the study population	
Age (years)	65.0 ± 10.0
Gender	
Male	50 (50.0%)
Female	50 (50.0%)
Education (years)	12.0 ± 2.0
Marital status	
Married	40 (80.0%)
Single	10 (20.0%)
Occupation	
Retired	30 (60.0%)
Unemployed	20 (40.0%)
Income (USD/month)	1,200 ± 300
Health status	
Good	30 (60.0%)
Fair	20 (40.0%)
Poor	10 (20.0%)
Comorbidities	
Hypertension	25 (50.0%)
Diabetes	15 (30.0%)
Cholesterol	20 (40.0%)
Arthritis	10 (20.0%)
Depression	5 (10.0%)
Medication	
Antidepressants	10 (20.0%)
Antipsychotics	5 (10.0%)
Mood stabilizers	5 (10.0%)
Other	10 (20.0%)
Alcohol use	
Regular	5 (10.0%)
Occasional	10 (20.0%)
Never	35 (70.0%)
Smoking status	
Current	5 (10.0%)
Former	10 (20.0%)
Never	35 (70.0%)
Family history	
Heart disease	10 (20.0%)
Stroke	5 (10.0%)
Alzheimer's	5 (10.0%)
Depression	5 (10.0%)
Other	5 (10.0%)
Genetic testing	
Completed	10 (20.0%)
In progress	5 (10.0%)
Not completed	35 (70.0%)
Insurance type	
Medicare	30 (60.0%)
Private	10 (20.0%)
Medicaid	10 (20.0%)
Other	5 (10.0%)
Study duration (months)	12.0 ± 3.0
Dropouts	5 (10.0%)
Completed	45 (90.0%)

FIG. 186

FIG. 187

18800

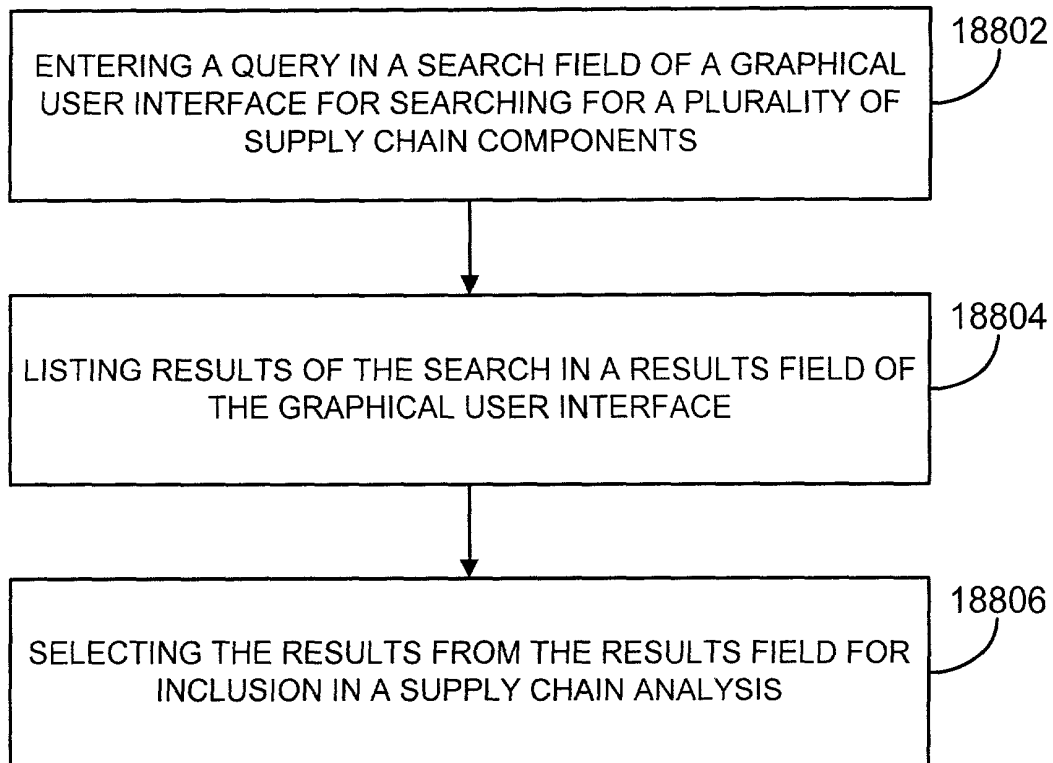


FIG. 188

FIG. 188

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
CAVENDISH FARMS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
J.R. SIMPLOT COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.		↓ Pallet ↓	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
Supplier FOB			Minimum	Maximum	Include	
LAMB-WESTON, INC.-PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.-RICHLAND WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.-AMERICAN FALLS ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
MCCAIN FOODS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
NESTLE FOOD COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	
ORE-IDA FOODS		↓ Pallet ↓	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
Supplier FOB			Minimum	Maximum	Include	
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS LTD.-PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, INC-OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 190

FIG. 189

19100

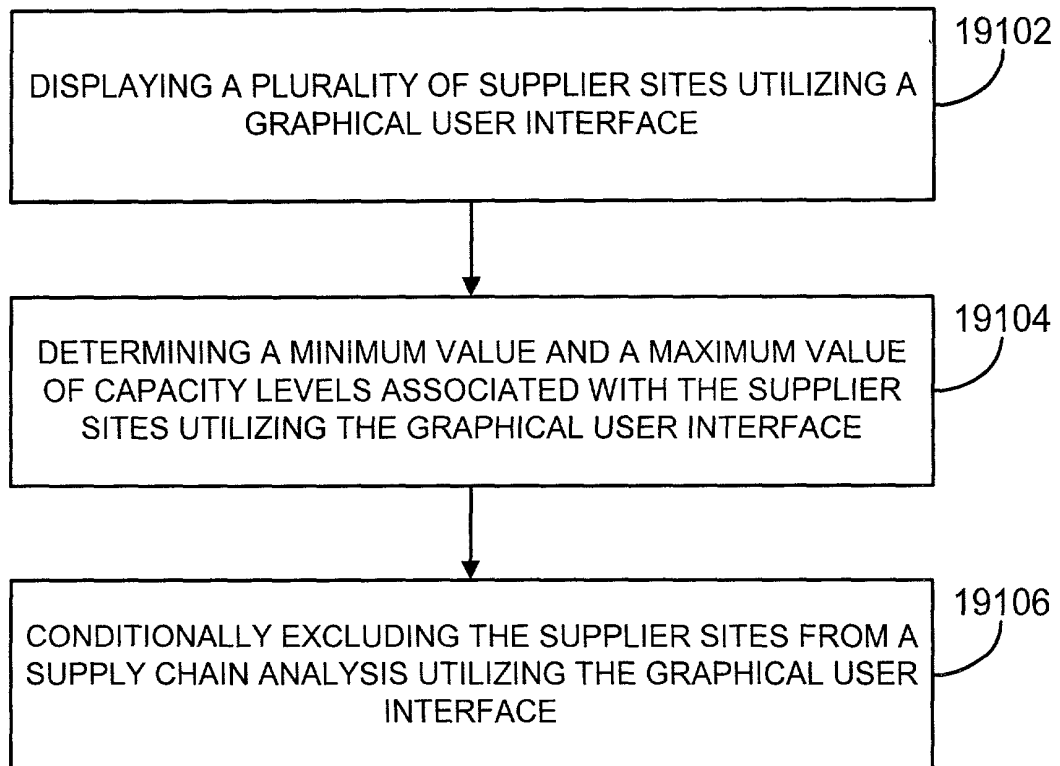


FIG. 191

FIG. 192

19200



Supplier	#	Volume			
HUDSON INDUSTRIES	0				
INTERNATIONAL DIVERSEFOODS	0				
SUPERIOR COFFEE & FOODS	0				

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8 4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9 2300	0	

FIG. 192

19300

Supplier	#	Volume
SSI FOOD SERVICES	0	
TEXAS AMERICAN FOOD SERVICE	0	
WHITEFORD FOODS	0	

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume
VENTURA FOODS	0	
VENTURA FOODS	1	100,000

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500

Item Description		Supplier FOB	
FRIES-COATED		CAVENDISH-PRINCE EDWARD	
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON	
FRIES-COATED		LAMB-WESTON, INC.-PASCO, WA	

Distribution Center	Delivered	#	Volume
AMERISERVE-OMAHA, NE	0 3750	0	0
AMERISERVE-PLYMOUTH, MN	0 3850	0	0
AMERISERVE-WALKESHA	0 3670	0	0
FLEMING FOODS-KAPOLEI	0 4725	0	0
KING PROVISION-ATLANTA	0.3950	0	0

FIG. 195

19500 06351850

19600

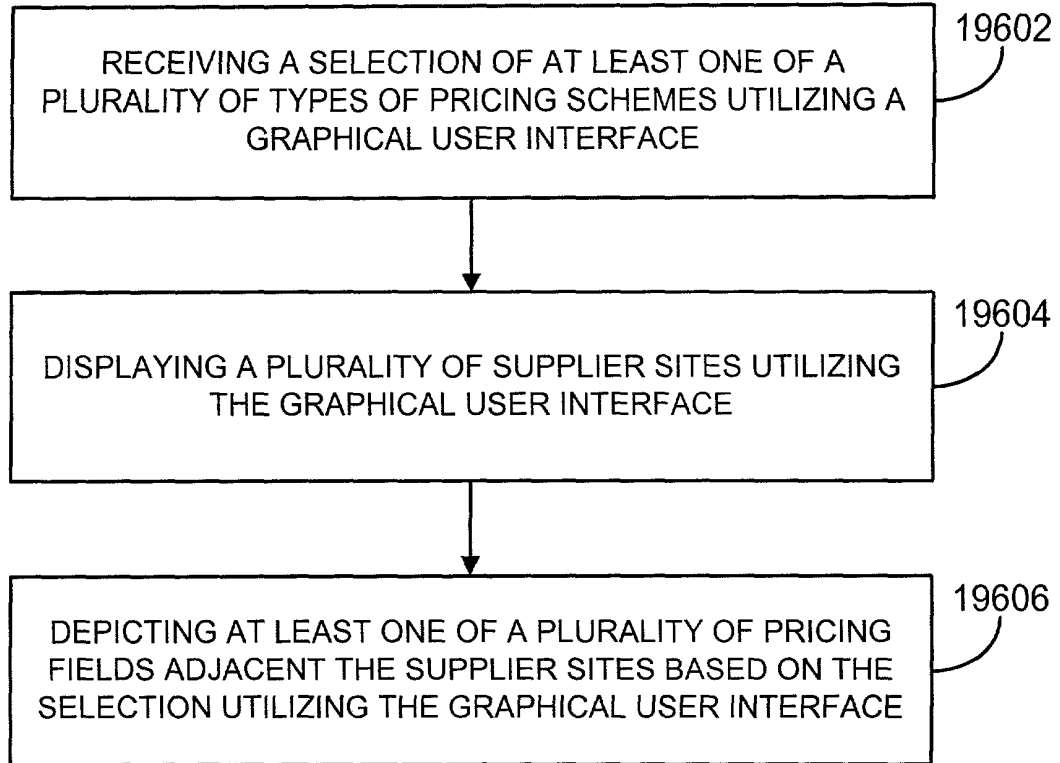


FIG. 196

106260" 0651860

19700

Total Rest. Growth Amount		Usage Period	
5.00% ~ 19702		09/01/97 to 08/31/98	
Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVEPOST-ALBUQUERQUE	27	5.00%	28
AMERISERVEPOST-DENVER	35	5.00%	37
AMERISERVEPOST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

Item	Item Growth %	Usage Period				
CHICKEN-PATTY	0.00%					
Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900

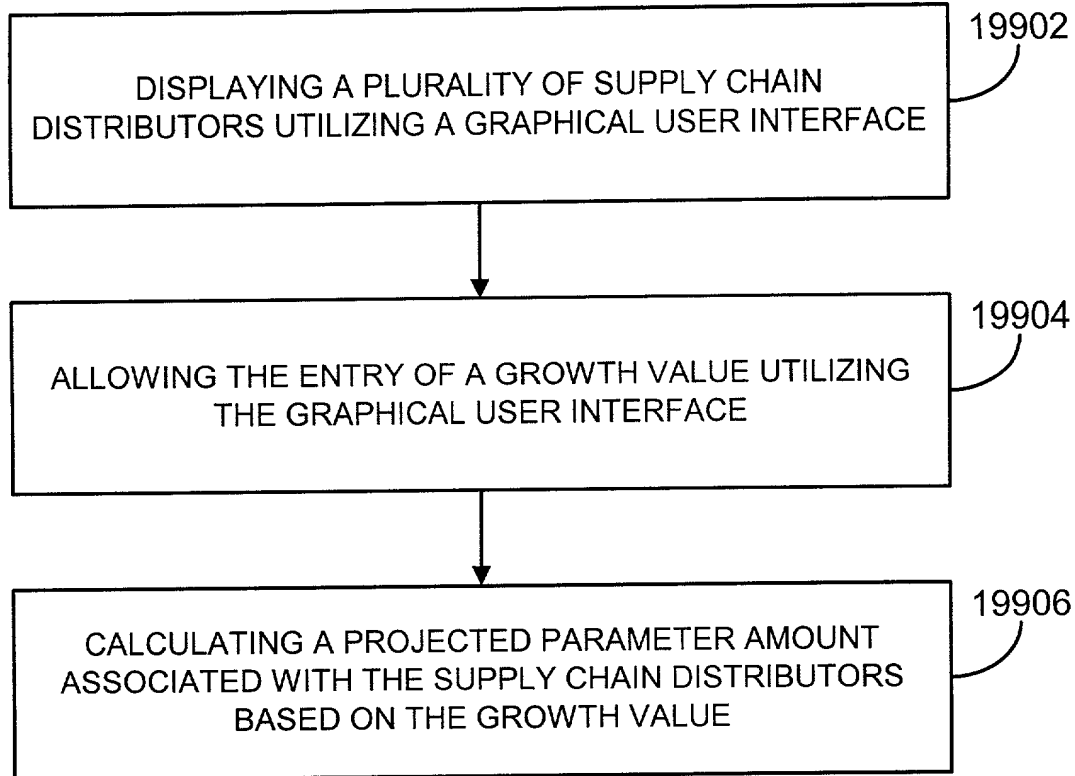


FIG. 199

20000

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	
Distribution Center	Lane Restriction		Honor TL Rate	
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE/POST-DENVER	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver	<input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>	

20002

FIG. 200


20100

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99999	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	
Distribution Center	Lane Restriction			
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver	<input checked="" type="radio"/> Required <input type="radio"/> Excluded		
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver	<input type="radio"/> Required <input type="radio"/> Excluded		

FIG. 201

20200

Invalid Selection



AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

OK

FIG. 202

20300

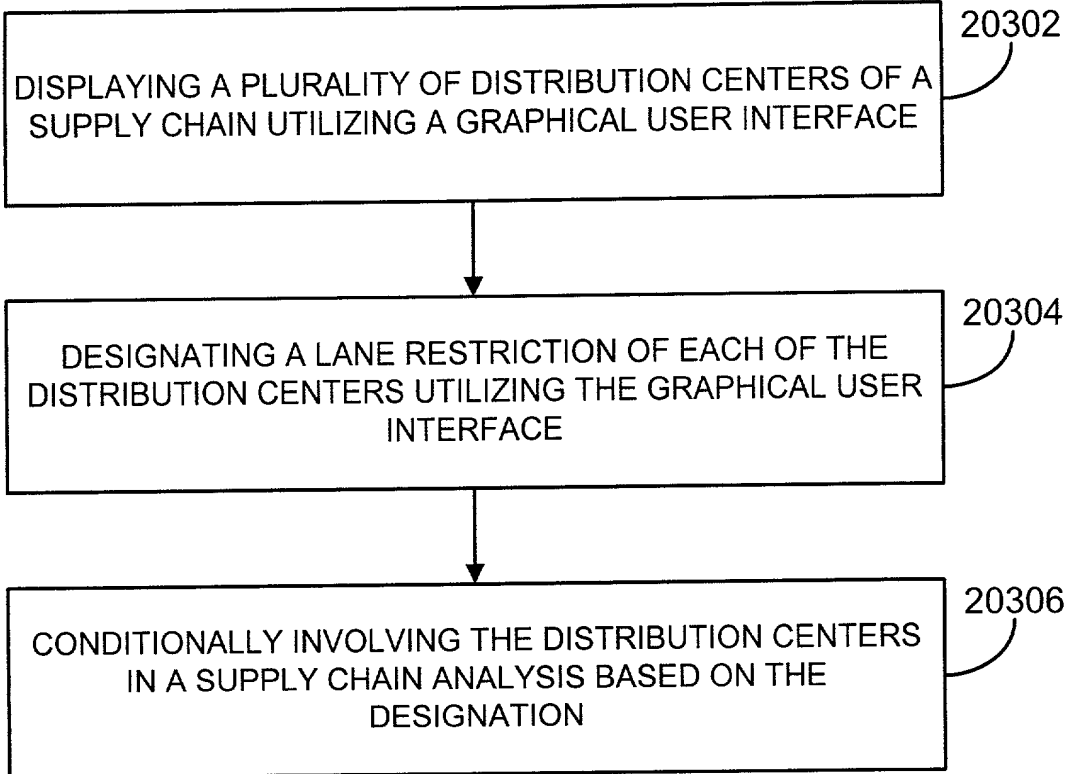


FIG. 203

FIG. 204

FIG. 205

[illegible]

20600

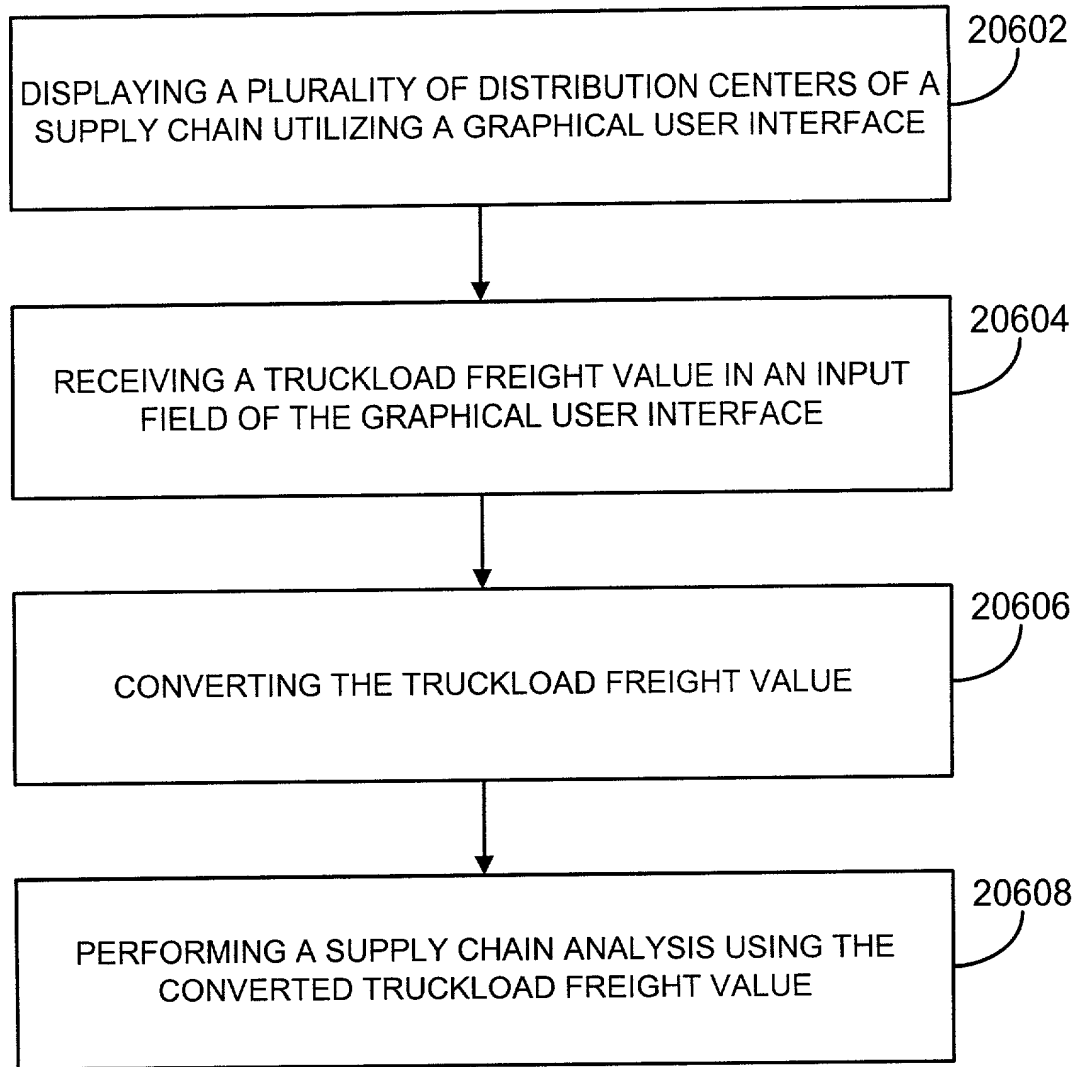


FIG. 206

FIG. 207

20700



Analysis Region		Force FOB	
MCCABE-PORTLAND/NW-ANCHORAGE		<input type="radio"/> Yes	<input checked="" type="radio"/> No
Distribution Center Name		Site Role	
MCCABE QUALITY FOODS-PORTLAND		Corporate & FOB Point	
RESTAURANTS NW-ANCHORAGE		Corporate & FOB Point	

FIG. 207

20800



DISPLAYING A PLURALITY OF DISTRIBUTION CENTERS OF A
SUPPLY CHAIN UTILIZING A GRAPHICAL USER INTERFACE

20802



IDENTIFYING A FREE ON BOARD (FOB) POINT ASSOCIATED
WITH A REGION IN WHICH THE DISTRIBUTION CENTERS
RESIDE

20804



FORCING THE DISTRIBUTION CENTERS TO USE THE FOB IN
RESPONSE TO A USER ACTION UTILIZING THE GRAPHICAL
USER INTERFACE

20806

FIG. 208

20900

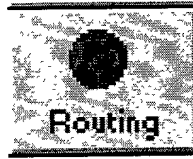


FIG. 209

21000

A screenshot of a software interface for report selection and parameter setting. The interface is divided into two main sections: "Report Selection" and "Report Parameters".
Report Selection:
- "Report Type:" is a dropdown menu with "Optimal Product Routing" selected.
- "Report Name:" is a list box with "Freight Information Provided" selected. The list also includes "LTL Routing Gnd By Lane", "Routing Results By Lane", "Routing Results By Lane, Item", "Routing Results w/ RDC Breakout By Lane", "Routing Results w/ RDC Breakout By Lane, Item", and "TL Freight Variance Analysis".
Report Parameters:
- "Supplier:" is a text field with "(All)" entered.
- "Supplier FOB:" is a text field with "(All)" entered.
- "Distribution Center:" is a text field with "(All)" entered.
- "Version:" is a text field with "Base Version" entered.

FIG. 210

21100

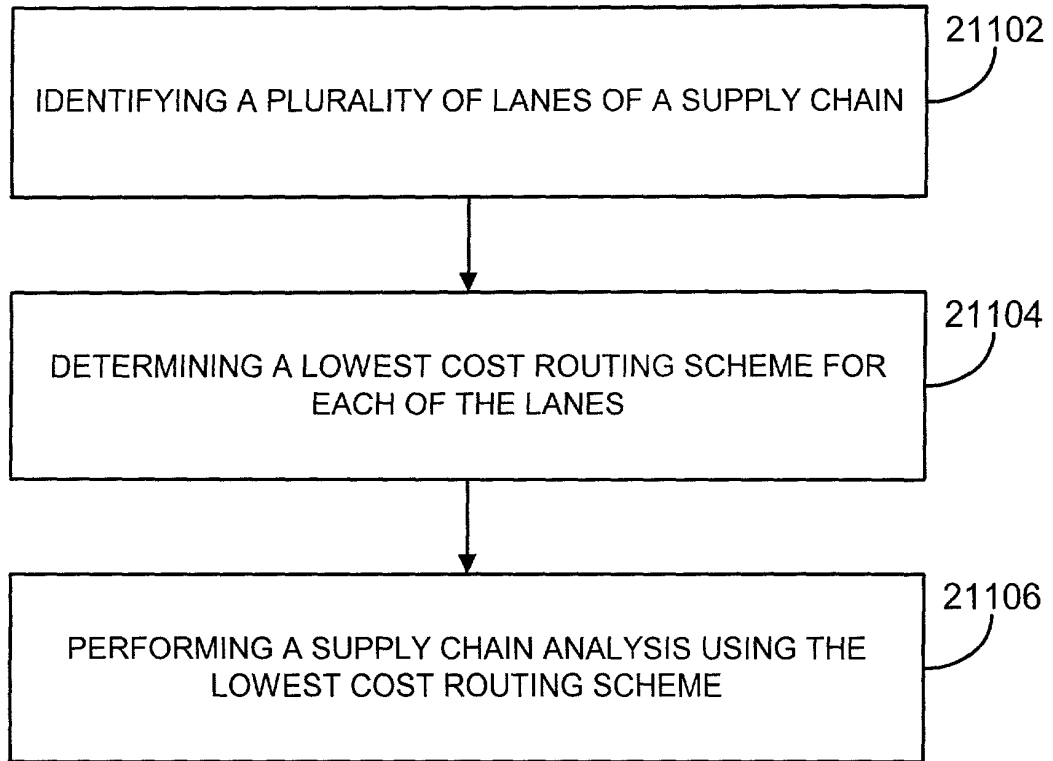


FIG. 211

21400

Awarded Volume by Item - Detail
Awarded Volume by Item - Detail
Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

A screenshot of a software interface. At the top, a label 'Item:' is followed by a text box containing 'HASH BROWNS(ROUND)'. Below this, a label 'Comparison Versions:' is followed by a list box containing three items: 'Base version', 'With LTL riding with CCF, forced TL', and 'LTL moving with CCF, no Cavendish'. At the bottom, a label 'Include Cost Matrices:' is followed by two radio buttons, 'Yes' (which is selected) and 'No'.

Item:	HASH BROWNS(ROUND)
Comparison Versions:	Base version With LTL riding with CCF, forced TL LTL moving with CCF, no Cavendish
Include Cost Matrices:	Yes <input checked="" type="radio"/> No <input type="radio"/>

FIG. 218

21900



FIG. 219

09045800-0304
FIG. 218

22000

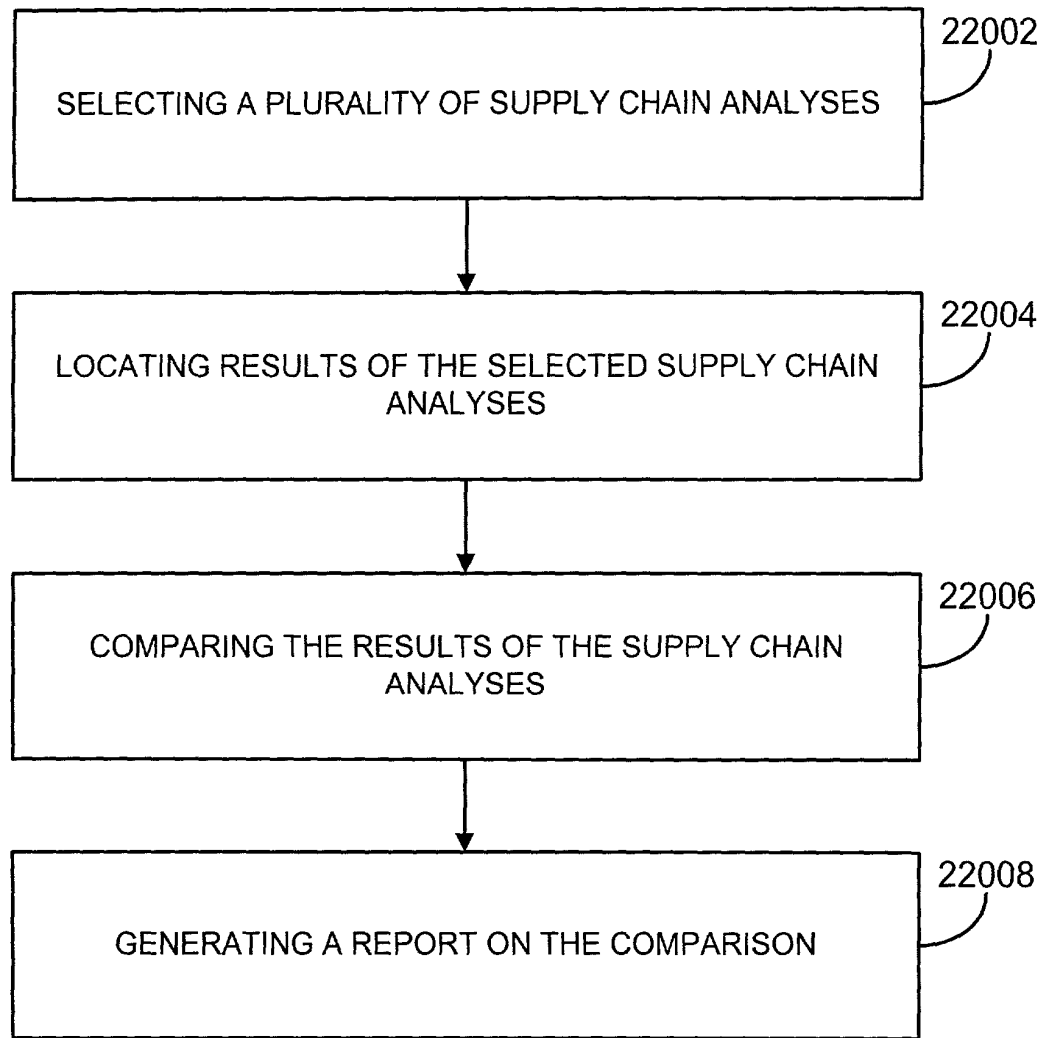


FIG. 220

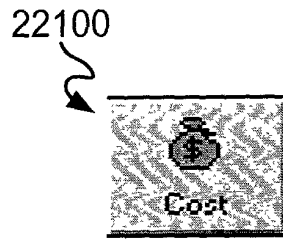


FIG. 221

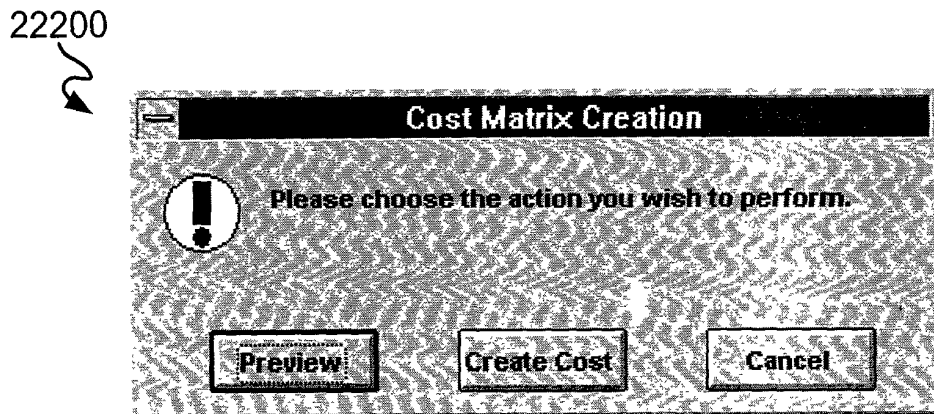


FIG. 222

FIG. 223

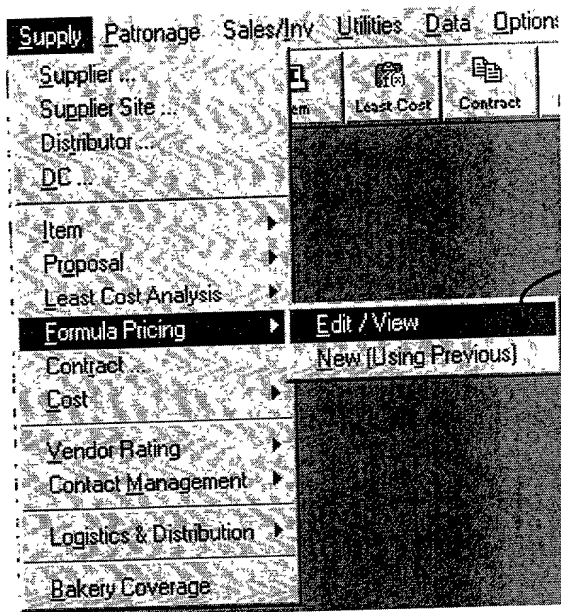


FIG. 223

22400

A screenshot of a software window titled 'Formula Pricing - BEEF - 77% - 04/06/98'. The window has a tabbed interface with 'General Info', 'Pricing', 'Freight', 'Formulas', 'Block Cost', and 'Adjustments'. The 'General Info' tab is active. It contains several input fields: 'Pricing ID' with the value '12', 'Description' with 'Beef Pricing 04/06/01', 'Item' with a dropdown menu showing 'BEEF - 77%', 'Raw Material Pricing Date' with '04/06/01', 'From' with '03/23/01', 'To' with '04/03/01', 'Cost Matrix Begin Date' with '03/15/01', 'End Date' with '03/28/01', and 'FOB Adjustment Amount' with '0.0000'. A callout line points from the label '22400' to the 'Pricing ID' field.

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98												
General Info Pricing Freight Formulas Block Cost Adjustments												
Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 80% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	IMP AUS 90% LEAN	Lean Fine Tctr Beef
3/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.8200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9550	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9650	0.7998
03/31/98	0.8800	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.8640
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

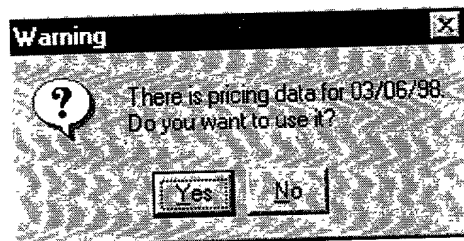


FIG. 226

22700

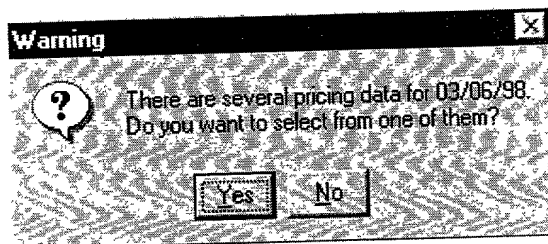


FIG. 227

Formula Pricing Selection

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

Formula Pricing - BEEF - 77% - 04/06/98

General Info

Pricing

Freight

Formulas

Block Cost

Adjustments

Supplier FOB

Address

AMERICAN FOOD SERVICE

King of Prussia, PA 19406

DIVERSITY FOOD PROCESSING-VIRGINIA

Petersburg, VA 23805

GOOD SERVINGS PRODUCTS-NH

Manchester, NH 03108

Material Type

Freight Amt

Fresh Domestic 50% Trim

0.0450

Fresh Domestic 65% Trim

0.0000

Fresh Domestic 73% Trim

0.0000

Fresh Domestic 75% Trim

0.0000

Fresh Domestic 80% Lean

0.0000

Fresh Domestic 85% Lean

0.0000

Fresh Domestic 90% Lean

0.0400

Fresh Domestic 90% Lean-Blue

0.0000

Fresh Domestic 90% Lean-Yellow

0.0000

Frozen Domestic 90% Lean

0.0000

Imported Australia 90% Lean

0.0150

FIG. 229

Parameter	1990-1991		1991-1992		1992-1993		1993-1994		1994-1995		1995-1996		1996-1997		1997-1998		1998-1999		1999-2000		2000-2001		2001-2002		2002-2003		2003-2004		2004-2005		2005-2006		2006-2007		2007-2008		2008-2009		2009-2010		2010-2011		2011-2012		2012-2013		2013-2014		2014-2015		2015-2016		2016-2017		2017-2018		2018-2019		2019-2020		2020-2021		2021-2022		2022-2023		2023-2024		2024-2025		2025-2026		2026-2027		2027-2028		2028-2029		2029-2030		2030-2031		2031-2032		2032-2033		2033-2034		2034-2035		2035-2036		2036-2037		2037-2038		2038-2039		2039-2040		2040-2041		2041-2042		2042-2043		2043-2044		2044-2045		2045-2046		2046-2047		2047-2048		2048-2049		2049-2050		2050-2051		2051-2052		2052-2053		2053-2054		2054-2055		2055-2056		2056-2057		2057-2058		2058-2059		2059-2060		2060-2061		2061-2062		2062-2063		2063-2064		2064-2065		2065-2066		2066-2067		2067-2068		2068-2069		2069-2070		2070-2071		2071-2072		2072-2073		2073-2074		2074-2075		2075-2076		2076-2077		2077-2078		2078-2079		2079-2080		2080-2081		2081-2082		2082-2083		2083-2084		2084-2085		2085-2086		2086-2087		2087-2088		2088-2089		2089-2090		2090-2091		2091-2092		2092-2093		2093-2094		2094-2095		2095-2096		2096-2097		2097-2098		2098-2099		2099-2100		2100-2101		2101-2102		2102-2103		2103-2104		2104-2105		2105-2106		2106-2107		2107-2108		2108-2109		2109-2110		2110-2111		2111-2112		2112-2113		2113-2114		2114-2115		2115-2116		2116-2117		2117-2118		2118-2119		2119-2120		2120-2121		2121-2122		2122-2123		2123-2124		2124-2125		2125-2126		2126-2127		2127-2128		2128-2129		2129-2130		2130-2131		2131-2132		2132-2133		2133-2134		2134-2135		2135-2136		2136-2137		2137-2138		2138-2139		2139-2140		2140-2141		2141-2142		2142-2143		2143-2144		2144-2145		2145-2146		2146-2147		2147-2148		2148-2149		2149-2150		2150-2151		2151-2152		2152-2153		2153-2154		2154-2155		2155-2156		2156-2157		2157-2158		2158-2159		2159-2160		2160-2161		2161-2162		2162-2163		2163-2164		2164-2165		2165-2166		2166-2167		2167-2168		2168-2169		2169-2170		2170-2171		2171-2172		2172-2173		2173-2174		2174-2175		2175-2176		2176-2177		2177-2178		2178-2179		2179-2180		2180-2181		2181-2182		2182-2183		2183-2184		2184-2185		2185-2186		2186-2187		2187-2188		2188-2189		2189-2190		2190-2191		2191-2192		2192-2193		2193-2194		2194-2195		2195-2196		2196-2197		2197-2198		2198-2199		2199-2200		2200-2201		2201-2202		2202-2203		2203-2204		2204-2205		2205-2206		2206-2207		2207-2208		2208-2209		2209-2210		2210-2211		2211-2212		2212-2213		2213-2214		2214-2215		2215-2216		2	
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23000

Formula Pricing - BEEF - 77% - 04/06/98																		
General Info		Pricing		Freight		Formulas		Block Cost		Adjustments								Total
Formula		Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	
AFS-1		0.3120	0.2871									0.1880	0.2134	0.4000	0.3324	0.1000	0.0911	0.9840
DIV-1		0.1400	0.1285	0.2000	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3139			0.9941
GS-1		0.3270	0.3042									0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9866
S&C-1		0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386			0.1050	0.0956	0.9721
SER-1		0.3250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9684
TEX-1		0.3090	0.2766									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9765
WHI-1		0.3250	0.2958									0.1750	0.1969	0.3650	0.3668	0.1350	0.1230	0.9765
WIS-1		0.3325	0.2977									0.4675	0.5165	0.1000	0.0906	0.1000	0.0890	1.0018

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98						
General Info		Pricing	Freight	Formulas	Block Cost	Adjustments
Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	

FIG. 231

23200

Formula Pricing - BEEF - 77% - 04/06/98

Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9841	0.9820	1.0123	0.1669	0.1500	1.3232
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299

Amount	Adjustment Desc
0.1500	Upcharge

FIG. 232



FIG. 233

23400

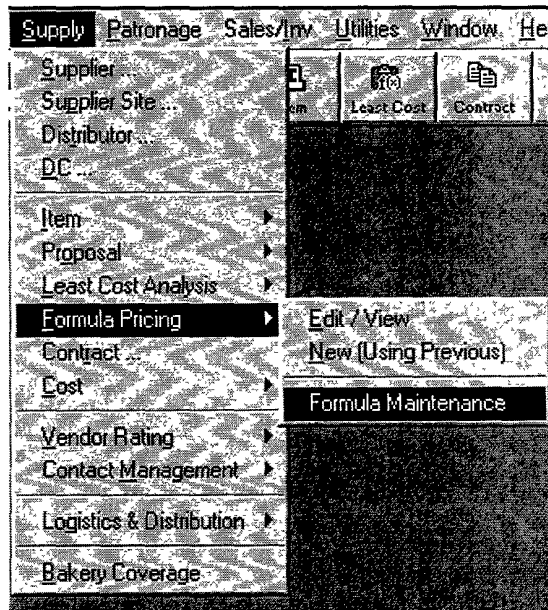


FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGINIA	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6		100.0000%	

FIG. 235



23600

FIG. 236

09815830-032304